



Otley Traders (Pvt) Ltd

CORPORATE PROFILE

Corporate Information



Name of Company

OTLEY TRADERS (PVT) LTD



Legal Form

PRIVATE LIMITED



Company Registration Number

PV 101153



Date Of Incorporation

26.09.2014



Nature Of the Business

EXPORTERS OF PAPER BOARDS
AND SELF ADHESIVE PRODUCTS



Board Of Directors

MR.VEERASAMY KUMARAN
MR.RATHNASABAPATHY RAJAMOCHAN
MRS.SHAKILA KUMARAN
MR.KUMARAN ARIHARA PRATHAB NAIDU
MR.KUMARAN RAHUL NAIDU



Registered Address

NO:103, NEW MOOR STREET,
COLOMBO 12. SRI LANKA.



Telephone No

011-2436315, 011-2448455



E-mail

salesho@otley.lk



Website

www.otleytraders.lk



Employees

100



Clients

200



Company Secretaries

A W MANAGEMENT
CONSULTANTS (PVT) LTD



Auditors

A W MANAGEMENT
CONSULTANTS (PVT) LTD

Bankers



Branch Network

SALES UNIT - COLOMBO

SALES UNIT - MAKOLA

CONVERSION AND LOGISTICS CENTER - EKALA

WAREHOUSE COMPLEX - KOTUGODA

SALES AND CUSTOMER SERVICE UNIT - BANGLADESH



Otleys Traders (Pvt) Ltd

About Us

Otley Traders (Pvt) Ltd has rapidly established itself as Sri Lanka's leading supplier of high-quality paper and board products, catering to a diverse range of industries. With a strong legacy spanning over two decades, we have built a fully integrated network that seamlessly blends import, conversion, and distribution, ensuring a steady supply of premium paper solutions to meet the growing demands of our customers.

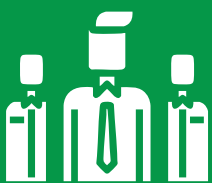


A Commitment to and Innovation

At Otley Traders, we are dedicated to delivering superior paper products that align with the evolving needs of the printing, publishing, and packaging industries. Our unwavering focus on sustainability, reliability, and customer satisfaction has solidified our reputation as a trusted and preferred partner in the market. By integrating cutting-edge technology and global best practices, we continuously strive to offer innovative, high-performance paper solutions that enhance efficiency and quality for businesses.

A Proud Member of the Otley Group

As a direct subsidiary of the Otley Group, Otley Traders (Pvt) Ltd was established in 2002 with a clear and ambitious vision: to become the "Preferred Paper Supplier" for commercial printers, publishers, packaging companies, and direct consumers across Sri Lanka. Over the years, we have successfully expanded our distribution network and product portfolio, ensuring that our customers receive a diverse selection of premium commodity, technical, and fine paper products that meet global quality standards.



Industry Leadership with a Green Conscience

Beyond just being a leading paper supplier, Otley Traders is deeply committed to sustainable business practices. We take pride in offering eco-friendly paper solutions that contribute to a more responsible and environmentally conscious printing and packaging industry. Our "green conscience" drives us to source paper from responsible suppliers, prioritize waste reduction, and adopt sustainable manufacturing and distribution processes.

A Growing Regional Presence

Today, Otley Traders stands as a key supplier to some of Sri Lanka's largest multinational printing houses, reinforcing our position as a dominant player in the industry. Our success has also enabled us to expand beyond Sri Lanka, making significant inroads into regional markets, including Pakistan, Bangladesh, India, Vietnam, Turkey, and the UAE. Through our strategic partnerships and growing international footprint, we continue to deliver world-class paper solutions that cater to the needs of a global clientele.



At Otley Traders , our mission remains clear: to provide exceptional paper products and services that empower businesses, support sustainability, and drive industry growth—both locally and internationally. As we move forward, we remain committed to innovation, quality, and environmental responsibility , ensuring that we continue to set new benchmarks in the world of paper and board solutions .



Vision

Our vision is to become the unrivalled leader in the supply of paper, board, and self-adhesive products across the region, renowned for excellence in quality, service, and customer satisfaction.

We aim to set new industry benchmarks by continually enhancing our offerings and forging strategic partnerships. By innovatively easing the sourcing experience for our customers, we seek to foster mutual growth and long-term success, contributing to a more efficient and future-ready industry.

Mission

At Otley Traders (Pvt) Ltd, our mission is to provide high-quality paper, board, and self-adhesive product solutions while building strong, sustainable partnerships founded on trust, reliability, and exceptional service.

We are committed to:

Meeting diverse client needs with continuously evolving, innovative solutions, Enhancing operational efficiency and product quality, Supporting responsible resource management, and Empowering our partners to achieve lasting success in a dynamic marketplace.

Our unwavering focus on excellence and innovation positions us at the forefront of the paper and board industry.

Our Services



Vendor Managed Inventory (VMI)

Our Vendor Managed Inventory (VMI) service simplifies your supply chain by managing and stocking paper based on your consumption patterns. We ensure that your inventory levels are optimized, reducing the need for extensive warehousing and minimizing stock management challenges. With timely shipments tailored to your requirements, our VMI service ensures a seamless supply of paper, allowing you to focus on your core operations.

On Demand Sheeting & Rewinding

Our rewinding and sheeting services provide tailored solutions for your paper processing needs. We transform large-width paper rolls into smaller rolls of specific widths and diameters to match your production requirements while maintaining quality. Additionally, we cut large paper reels into precise sheet sizes—standard or custom—using advanced equipment to ensure accuracy and consistency, delivering ready-to-use sheets for your printing operations.



Die Cutting & Garment Packaging

Our die cutting service offers precise, intricate cutting of paper into custom shapes and sizes to meet your unique requirements. From simple shapes to complex patterns, our die cutting process is ideal for packaging, stationery, and promotional materials. With fast turnaround times and strict quality control, we provide custom-cut paper that perfectly fits your project.

Our Products



Duplex Boards

- 250-500 GSM Duplex Boards Grey Back
- 250-400 GSM Triplex Boards White Back

Ivory Boards (FBB Coated One Side)

- Coated Ivory Boards 190- 400 GSM (Food Grade)
- Uncoated Ivory Boards



Art Papers & Art Boards (C2S Papers & Boards)

- 85-150 GSM Art Papers
- 210-400 GSM Art Boards

Kraft, Testliner Papers & Boards

- Sack Kraft Papers 50-120 GSM
- Test Liner Papers & Boards 100-400 GSM
- Kraft Boards 250-400 GSM
- PE Coated Kraft Boards 250-400 GSM
- White Coated Kraft Back Boards
- Plotter Papers (Kraft)





Newsprint Papers

- Newsprint Papers 42-48 GSM



Grey Board / Chip Board

- 1mm - 2.5mm Chip Board

Woodfree Offsetpapers

- Colour & White Papers 50-70 GSM
- White Papers 80-150 GSM
- Marker Papers



NCR Papers

- Top (White)
- Middle (Colour)
- Bottom (Colour)





Tissue Papers

- Tissue Papers
- Oil Tissue Papers

Specialized Papers & Boards

- Concord Board 220GSM (White & Colour)
- Concord Papers 90GSM (White, Yellow, Cream)
- Glassine Boards 250GSM (Blue, Silver & Gold)
- Silicone Papers
- Sublimation Papers
- Tracing Papers
- Oil Papers
- Coated & Uncoated Black Boards
- Uncoated Blue Boards



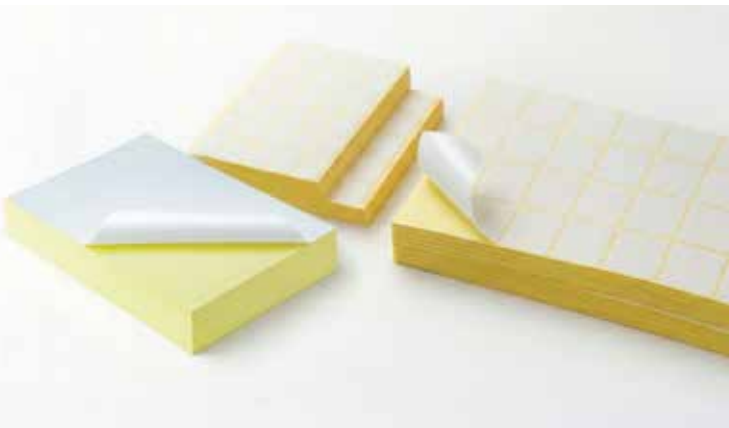
Stationery Products

- White Bristol Boards 210GSM
- Colour Bristol Boards 210GSM
- Varnish Papers
- Printed Maps
- Printed File Covers
- White Poster Papers



Woven & Non-Woven Ribbons (Variety) PFL





Stickers

- **GENERAL STICKER PAPERS** (Matte, Gloss & Semi-Gloss)
For Labeling And Packaging

Food Grade Stickers For Food Labels And General Packaging



Thermal Paper Stickers (Barcode Label Stickers) For Strong Adhesive Labels And Logistics



Security Stickers For Tamper-Proof Labels And Authentication





Fluorescent Stickers For Warning Labels And Eye-Catching Branding

Fabric Friendly Stickers For Clothing Tags



Transparent Stickers For Glass Surfaces Of Beverages And Cosmetics



Pvc Stickers For Durable Outdoor Labels And Industrial Usage





Kraft Stickers For Rustic Packaging And Eco-Friendly Branding

Removable Stickers For Reusable Labels And Temporary Tags



Freezer Stickers For Frozen Food Packaging

Silver & Gold Pet Stickers For Luxury Branding And Premium Packaging



The Otley Story

A Legacy of Excellence and Industry Expertise

Built on a strong foundation of over two decades of dedicated service in the paper and board industry, Otley Traders (Pvt) Ltd has developed an in-depth understanding of market dynamics, customer preferences, and evolving industry trends. Our expertise spans multiple sectors, allowing us to provide reliable, efficient, and tailored solutions that meet the diverse needs of our clients. This wealth of knowledge, combined with a commitment to excellence, has positioned us as a trusted and preferred partner in the industry.

A Seamless Network for Comprehensive Paper Solutions

Otley Traders operates a fully integrated supply chain covering import, conversion, distribution, and printing of paper and board products. Our state-of-the-art sheeting conversion facility is equipped with servo precision high-speed sheet cutters, slitting, and rewinding machines, enabling us to process jumbo reels of imported raw paper materials into customized sheets and rolls for both domestic use and re-export. This seamless operation ensures flexibility, efficiency, and quality, reinforcing our ability to meet the specific needs of clients across industries.

Strategic Positioning in the South Asian Export Market

Recognized as a leading provider of premium paper products in Sri Lanka, Otley Traders has strategically positioned itself as a key hub for the South Asian export market. Our strong inventory management system enables us to efficiently supply multinational tags and labels manufacturers in Bangladesh, Pakistan, India, Vietnam, Turkey, and the UAE. This capability not only reduces lead times for our customers but also enhances our reputation as a reliable and agile industry leader, ensuring seamless supply chain operations in both local and international markets.

Commitment to Sustainability and Circular Economy Practices

Otley Traders is deeply committed to sustainability, implementing responsible recycling initiatives for paper and board waste. Through our waste collection programs, all paper and board waste from customers is collected, compressed into bales using specialized hydraulic bale machines, and exported to paper mills in India. These mills repurpose the waste into Coated Duplex Board products, supporting a circular economy that minimizes waste and promotes environmentally responsible practices in the paper industry. This initiative not only contributes to global sustainability efforts but also strengthens Sri Lanka's position in eco-conscious trade.

A Reputation Built on Quality, Trust, and Customer Satisfaction

Over the years, Otley Traders has earned a strong reputation for reliability, ethical business practices, and transparency. With an annual sales turnover of USD 8.5 million, we continue to grow, driven by our unwavering focus on quality, integrity, and customer satisfaction. Our commitment to responsive customer service and adaptability to market demands has fostered long-term partnerships with clients across various industries.

At Otley Traders, we take pride in our proven track record of excellence and our ability to consistently deliver high-quality solutions that drive success for our customers. As we continue to innovate and expand, we remain committed to upholding the values that have defined our journey—quality, sustainability, reliability, and customer-first service.

Who Are We?



The Driving Force Behind Our Success

At Otley Traders, our success is built on the dedication, expertise, and commitment of our skilled professionals who work tirelessly to uphold our reputation for excellence in service and product quality. Each member of our team brings valuable industry experience and a shared dedication to innovation, reliability, and customer satisfaction. From sourcing the finest raw materials to delivering premium-quality paper and board products, our employees play a pivotal role in every stage of our operations.

A Culture of Collaboration and Innovation

For over two decades, we have cultivated a dynamic and forward-thinking work environment that fosters collaboration, creativity, and professional growth. At Otley, we believe that continuous learning and development are key to staying ahead in the industry. We actively invest in training programs, skill enhancement initiatives, and leadership development, ensuring that our team remains well-equipped to adapt to market changes and drive innovation.



Commitment to Excellence and Customer Satisfaction

Our team is united in their mission to provide exceptional customer service, ensuring timely deliveries, responsive support, and tailored solutions that meet the evolving needs of our clients. We take immense pride in upholding the highest standards of quality, sustainability, and operational efficiency, ensuring that every product and service we offer aligns with our core values of integrity, responsibility, and excellence.



At Otley Traders, we recognize that our people are our greatest asset, and their passion, dedication, and expertise are what set us apart as an industry leader. Through teamwork, innovation, and an unwavering commitment to customer satisfaction, we continue to grow and redefine the standards of excellence in the paper and board industry.

What Makes Us Special



Quality Assurance

All our paper products meet international quality standards and are sourced from reputable manufacturers. Our sheeting conversion facility utilizes advanced servo precision high-speed sheet cutters and slitting and rewinding machines, ensuring superior quality and precision in our products.



Competitive Pricing

We offer high-quality products at competitive prices, catering to both large-scale and small-scale industries, ensuring value for every client.



Laboratory

Otley Traders' in-house paper laboratory ensures the highest product quality through advanced testing equipment. This precise quality control guarantees superior and consistent paper and board quality.



Customer-Centric Approach

Customer satisfaction is our top priority. We provide tailored solutions to meet specific client needs, including new product development and alternative product suggestions, ensuring that each solution is aligned with the client's goals and preferences.



Timely Deliveries

Our streamlined logistics ensure prompt and efficient delivery across Sri Lanka, and our role as a regional hub in South Asia allows us to manage inventory effectively for multinational manufacturers, reducing lead times for our clients.



Sustainability

We prioritize eco-friendly products, ensuring our paper and board solutions are sustainable and responsibly sourced. Our FSC certification further demonstrates our commitment to responsible forestry and environmental responsibility, offering products that support sustainable resource management.



After Sales Service

At Otley Traders, we are committed to maintaining strong relationships with our clients beyond the point of sale. Our dedicated after-sales support team ensures smooth product integration, addresses any concerns, and provides technical assistance when needed, fostering long-term partnerships and continuous customer satisfaction.

Industries We Serve

Our clientele spans a gamut of industries all reliant on high-quality paper and board products, including:



Printing & Publishing Industry

- Woodfree offset papers
- C2s art papers – matt & gloss
- C2s art boards – matt & gloss
- Uncoated papers & boards
- Lwc papers
- Magazine papers, newsprint papers (diary)

Food & Beverage Industry

- Pe (polyethylene) coated papers and boards
- All variety of kraft papers
- Adhesives papers & films
- Thermal & all variety packaging boards



Packaging Industry

- Fbb boards (ivory back)
- White top kraft boards (kraft back)
- Duplex boards
- Triplex boards
- Kraft liner boards (klb)
- Test liner boards (tlb)



Super Market Industry

- Direct thermal self-adhesive labels
- Direct thermal papers
- All kinds of sticker papers

Textile & Apparel Industry

- Mg tissue papers
- Mf tissue papers
- Oil tissue papers
- Greaseproof papers
- Plotter papers – plain
- Plotter papers – punch hole
- Sublimation papers
- Poly films (hdpe)
- All kinds of papers & boards
- Self-adhesives papers & films
- Ribbon materials



Office & Stationery industry

- Photocopy papers
- Colour boards & bristol boards
- Varnish papers
- Concord papers & boards
- Ice gold papers & boards
- Tracing papers
- Poster papers
- Tissue papers & oil papers



Retail & Branding Industry

- Coated art cards (hi bulk & standard)
- Uncoated boards (virgin)
- Recycled papers & boards (c2s, c1s, u2s)
- Fabric friendly self-adhesive papers & films
- Self-adhesive papers & films (normal grades)
- Pet films
- Pfl ribbons (woven & non-woven)
- Sbs boards
- Silicone papers
- Chip boards (grey boards)

At our Core

At the core of Otley Trading lies a firmly embedded set of core values and ethics including.



Integrity

We conduct business with honesty and transparency, fostering long-term relationships with our clients.



Sustainability

Our commitment to the environment drives us to provide eco-friendly products that reduce waste and encourage recycling.



Innovation

We continuously explore new trends and technologies in the paper industry to provide our customers with the latest solutions.



Excellence

Our team strives for excellence in everything we do, from product quality to customer service.

Our Certification

Otley Traders (Pvt) Ltd is dedicated to upholding sustainable and responsible practices, demonstrated through our FSC Chain of Custody Certification (License Code: CU-COC-819005) under the FSC-STD-40-004 V3-1 standard.

This certification ensures that our products are sourced from responsibly managed forests and are traceable throughout every stage of the supply chain. By adhering to FSC standards, we are committed to responsible forestry practices, which help maintain the health of forest ecosystems and promote sustainable forest management. This certification reinforces our commitment to offering high-quality paper and board solutions while supporting the preservation of global forests.

Our Corporate Social Responsibility



Community Engagement

In collaboration with the Apple Foundation, a non-profit organization, we are committed to uplifting education in rural areas. Our focus is on supporting underdeveloped schools by helping them meet their basic needs and improve their learning resources.



Eco-Friendly Practices

We are committed to reducing our environmental footprint through responsible waste management.



Employment Opportunities

We actively help reduce unemployment by creating meaningful job opportunities.



Employee Wellbeing

We ensure a safe workplace, offer free transportation, organize staff recreation, and invest in continuous skills development.



Emergency Support

In times of natural disasters, we stand with national and regional efforts, providing timely assistance.



Ethical Business

Transparency guides our operations, and we maintain fair, respectful trade relationships with our partners and suppliers.

Reach out to Us

Colombo Sales Unit

No 103, New Moor Street, Colombo 12. Sri Lanka.

Tel: +9411-2346315, +9411-2346316, +9411-2448455

Mobile: 0714313172

Makola Sales Unit

No 343, Makola Road, Kiribathgoda. Sri Lanka.

Tel: +9411-2910861, +9411-2910862

Mobile: +9471270912

Ekala

Conversion Centre and Logistics Unit

No 107, Raja Mawatha, Ekala. Sri Lanka.

Tel: +9411-2225866, +9411-2225636

Kotugoda

Warehouse complex

481/9A, Spring Park,

Raja Mawatha, Kotugoda

Sri Lanka.

Bangladesh

Sales and service unit

Unit No B-11 Floor, Rupayan FPAB Tower, 2 Naya Paltan,

Culvert Road, Paltan, Dhaka-1000

Bangladesh

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Web: www.otleytraders.lk

