

## From Chairman's Desk



As I reflect upon the last financial year, I am filled with a sense of joy about the path-breaking flexible packaging innovations that our engineers came up with. These innovations are progressive and bring real value to the businesses of our clients spread across the globe. Particularly noteworthy have been the innovations made in developing specialty films customized to plug specific need-gaps in the identified markets. Nothing is more gratifying to me than receiving calls from my clients about how our packaging solutions are bringing about positive changes in their business.

The technology transfer tie-up that we had announced with Comiflex SRL of Italy during DRUPA 2016 bore its first fruit as we developed & launched the first Gearless C.I. Flexo Printing Press in the month of March. Uflexo Elisa as we have chosen to call it is an 8 colour central impression gearless flexo printing machine

with an additional station for special purpose registered coating applications. The first machine has been installed at our converting plant. More machines are being manufactured to order.

ASEPTO is gaining a firm toe-hold in India. Given its startling aesthetics and superior pack functionalities, the excitement for the product is building up both in India and Overseas. The journey for ASEPTO hereon will be truly stellar.

In a big move, the Indian Government recently notified the Plastic Waste Management (Amendment) Rules, 2018 acknowledging the merits of multi-layered flexible packaging. This is a very encouraging development that ushers us all into a whole new era of reinvigorated collaboration fostering partnerships and embracing genuine concern for a triple bottom line approach covering environmental, economic and social aspects. Your Company will keep innovating throughout this financial year and beyond in the most socio-environmentally responsible manner. Let's march forward to a successful FY 2018-19!

Ashok Chaturvedi  
Chairman & Managing Director

(in INR Million)

## Financial Summary

(Consolidated)

	4 <sup>th</sup> Quarter (1 <sup>st</sup> January - 31 <sup>st</sup> March)			Full Financial Year (1 <sup>st</sup> April - 31 <sup>st</sup> March)		
	Total Revenue	EBITDA	Net Profit	Total Revenue	EBITDA	Net Profit
FY 2017-18	18156	2293	711	67205	9026	3105
FY 2016-17	16257	2250	982	61813	8989	3485
% Change	(+) 12%	(+) 2%	(-) 28%	(+) 9%	(+) 0%	(-) 11%

👍 The Board has recommended 20% Dividend

## Product Updates for Q4 FY 2017-18

**Packaging customized for the huge Indian staples market:** In an endeavour to extend the very use of flexible packaging we are particularly paying a lot of emphasis on developing resource optimized packaging for essential staples like Pulses, Wheat Flour, Sugar, Salt and Oil. We have recently developed a 2 ply laminated packaging for wheat flour comprising a specialized Polyester (PET)/ specialized Polyethylene (PE) structure. Two rather dichotomous situations had to be addressed in manufacturing this packaging solution for Wheat-Flour (in the 5 Kg Segment). In order to restrict the pricing within 2.5-3% of the total MRP of the 5 Kg Wheat Flour Pack we had to optimally down gauge the packaging. Down gauging cannot come at the cost of functionalities and strength of the pack. Therefore to ensure that the wheat-flour packaging is sturdy enough with good mechanical properties to with stand the ...

Contd...



weight of the product being packed as well as to sustain the rough supply chain conditions, we adopted a three pronged approach. We modified both the Polyester Film and the Sealant PE Layer to optimize the overall characteristics of the packaging. Both the layers were rendered special high dart impact resistant to pass 5 drops from 1.2 m height as per the ASTM standards. We were able to reduce the thickness of the PE by almost 38% which substantively down gauged the overall packaging. This reduction makes the packaging light-weight/resource optimized and far more sustainable than its erstwhile version. This packaging beholds huge potential in India considering almost 80-85% of unbranded food products are still sold loose without pre-designated packaging. With steadily increasing demand from urban consumers for branded high volume commodity food items, we are now getting a lot of enquiries from popular food brands for developing cost effective packaging particularly for the essential staples category.

Flex Films (USA) Inc. engineered FLEXMETPROTECT™ F-HMB film which is a High Barrier Metallized Polyester Film. The film is either untreated or corona treated on the other surface, while metallization is carried out on the specially treated composite surface imparting metal adhesion or bond strength of > 1200 gram-force/inch.

The film offers class leading high adhesion to metal under most aggressive environmental conditions; demonstrates improved scuff, scratch and craze resistance thereby improving yields up to four percent and offering unparalleled robustness in processing and performance for converters; has OTR of 0.6 cc/m<sup>2</sup>/day at 23 degrees C & 0% RH and MVTR of 0.6 g/m<sup>2</sup>/day at 38 degrees C & 90% RH offering high barrier properties thereby bringing new concepts to the market; complies with EU and FDA regulations for food grade applications and happens to be cost effective. FLEXMETPROTECT™ F-HMB Film finds extensive use in Liquid Packaging, Stand Up Pouch Applications, Barrier layer in challenging applications like 'Bag in Box', Chemical Packaging, Pharma Packaging, Hot fill applications up to 80 degree C. among others.

**Flex Films launches all new High Barrier Metallized Polyester Film**

This film is available in 8 – 50 micron thickness range. FLEXMETPROTECT™ F-HMB is a technologically superior film with encouraging demand. If we talk about the US itself, the market for this specialized film is expected to be about 25% of the current metalized film market.



We are the first Indian company to manufacture Glitter Printing Rotogravure Cylinder on our state-of-the-art direct laser engraving line. Pigments of glitter inks are substantially bigger in size as compared to conventional gravure inks therefore rotogravure printing on substrates using glitter inks has always been a challenge for converters. In-case of these specialized cylinders, we developed bigger sized customized pits (cells) that trap the high solid content of the glitter ink. The customization of cell geometry of the rotogravure cylinder on our direct laser engraving line is the real innovation here. Pigments of the glitter ink have a tendency to get stuck inside the pits/ cells of the cylinder (cell filling). When the printing surface is sandwiched between the impression roller and the gravure cylinder, the high solid contents of the glitter ink get transferred from recessed cells to the substrate with the help of capillary action and the tangential force of the roller. The demand for these specialized cylinders is extremely encouraging.

Flex Films (USA) Inc. launched special Bi-axially Oriented Polyethylene Terephthalate (BOPET) film with unique velvety and luxurious surface. The new soft touch film FLEXPET™ F-STF particularly exhibits exceptional scratch, heat and scuff resistance which has been a serious need-gap in the industry for comparable polyester substrates.

The surface is self-healing from most types of scratching and is optimally sturdy. Soft touch is rendered through a special surface coating in combination with a proprietary in-line anchor coating on the base polyester film. It is this combination which imparts unique properties of self-healing and toughness along with a soft texture. This effectively increases converters' yield as they generate less scrap and have less customer rejections or other associated issues. Tactile feel products have an anticipated CGAR of 12-15% and are more or less the highest growth segment in flexible packaging spaces in the United States. This is an encouraging opportunity that Flex Films is pursuing.

**Flex Films Launches Soft Touch yet Strong BOPET Film**

# The Economic Times Polymers Lifetime Achievement Award 2018



'A part of your daily life'

## Uflex Chairman honoured with The Economic Times Polymers Lifetime Achievement Award 2018

Mr. Ashok Chaturvedi, Founder, Chairman & Managing Director of Uflex Limited was honoured with The Economic Times Polymers Lifetime Achievement Award 2018 in the month of March.

The Eminent Jury particularly noted that Mr. Ashok Chaturvedi introduced small sachets or unit packs for mouth fresheners, candies, tomato ketchup, shampoos etc. making them affordable and well within the reach of the common man back in the eighties.

The Jury further applauded that this was 'THE BIG SPARK' that ignited and revolutionized the way FMCG products were packaged and sold in India terming it as the 'WATERSHED MOMENT' in the History of Indian Flexible Packaging Industry.



## UFLEXO - ELISA

### Grand Launch of our First In-House manufactured C.I. Flexo Printing Press

Our shake hand with Italian firm Comiflex SRL that was announced during DRUPA 2016 has borne its first fruit. The first ever Made in India Gearless Central Impression Flexo Printing Machine is now ready at Uflex's Engineering Plant at Noida, India. The printing press was unveiled on 08th March 2018 with several global clients of the company and trade media editors in attendance.



Uflex Engineering unveils its First Gearless Central Impression Flexo Printing Machine UFLEXO - ELISA

We are the only converting machines manufacturer in India to have achieved this feat. This has been possible owing to the Vision and Foresightedness of our Chairman Mr. Ashok Chaturvedi and the Technology Transfer Arrangement that we have with Italian firm Comiflex SRL which may have relatively smaller operations, but is a distinguished manufacturer of state-of-the-art C.I. Flexo Printing Machines under the leadership of subject matter expert and technocrat Mr. Gianfranco Nespoli.

The first machine has been commissioned at our Converting Plant. We are currently processing two domestic and one export order.

## Accolades

### Small Sachets by Uflex pack a Big Punch at FPA and AIMCAL Awards 2018

In a major acknowledgement for our technologically superior packing solutions our small sachets hit it Big at the Flexible Packaging Achievement and AIMCAL Awards 2018 in USA. This year, 66 package entries were received by Flexible Packaging Association with a total of 164 entries (some packages were entered into multiple categories). Twenty packages were honored with 31 Achievement Awards.



Nescafe Sunrise Non-Foil Instant Coffee Sachet has been conferred with the Silver Award 2018 for Sustainability by Flexible Packaging Association (FPA).



Contd...

# Accolades Contd...



**Shudh Plus Ultra - Sparkling Tactile Sachet with 3D Embossing manufactured by Uflex was conferred with the following prestigious awards:**

**1. 2018 Technical Excellence Award by The Association of International Metallizers, Coaters and Laminators (AIMCAL)**



**2. Gold Award 2018 – Technical Innovation by Flexible Packaging Association (FPA)**



**3. Silver Award 2018 – Printing and Shelf Impact by Flexible Packaging Association (FPA)**

**4. 2018 Product Excellence Award by The Association of International Metallizers, Coaters and Laminators (AIMCAL)**



## Sustainability



**Natural Resource Conservation and Optimization of Ecosystem Interventions by Uflex in Gautam Buddha Nagar and Bhind Districts**

### Environmental Sustainability

During the fourth quarter we made significant progress in our intervention '**Natural Resource Conservation and Optimization of Ecosystem**' in two villages of Gautam Buddha Nagar District, Uttar Pradesh and one village of Bhind District of Madhya Pradesh. Particular emphasis was paid on collaborative participation of village stakeholders towards the maintenance of the already constructed **Rainwater Harvesting Structures**.

This instills a sense of real ownership in the villagers for the assets that have been constructed in their vicinity for the larger good. **Plantation drives and upkeep** of the already planted saplings continued in full-swing throughout the quarter.

**School Children and Women** in the adopted villages championed the cause of **Clean and Green Environment** as they actively participated in the **sensitization programmes** carried out by the volunteers of our implementation agencies. Village Panchayats monitored the progress of our programmatic interventions and extended full cooperation in achieving the objectives.

### Connect with Us



Corporate Office : A - 107-108, Sector - IV, Noida - 201 301 (U.P.) India

Phone No. : +91-120-4012339

Mumbai Office No. : +91-22-61189143

Email : [investorrelations@uflexltd.com](mailto:investorrelations@uflexltd.com)

Website : [www.uflexltd.com](http://www.uflexltd.com)