

## From the Chairman's Desk

The COVID-19 pandemic has been an epic test of leadership character. As an essential supplies player, UFlex had the humongous responsibility to ensure continuity of packaging material supplies for food and pharma, which is the lifeline in present context, and allied products. While majority of the people were afraid of the virus, team UFlex assumed their responsibility and was always at work- lockdown or no lockdown. I am really proud that each Flexian rose to the occasion in discharging their duties bestowed upon us, despite daunting pressures on daily functioning when lockdowns were the order of the day.



As regards COVID-19, my personal belief is that the world has to learn to live with this new normal with razor-sharp focus on economics, otherwise the fallout will be more disastrous than the pandemic itself, particularly for the underdeveloped and developing world as they have limited resources to match the fiscal stimulus provided by their developed counterparts.

I believe that challenging times always give an opportunity to stand out and I am happy to say that amidst pandemic induced lockdowns, we were able to continue and complete the construction of our Poland and Russian facilities and even start trial runs, which is a real testimony to our organisation's steel character.

Also due to pandemic, consumption trends have witnessed a transfiguration and flexible packaging found itself a safe mark amidst the contagion, especially because of the hazards attached to non-packaged products. The demand for pouching saw a huge increase lead by personal hygiene category. A natural corollary of all the efforts had to culminate into higher sales and profitability and we had a remarkable quarter where our **Consolidated Net Profit surged by 116.7% YoY to INR 196.5 crore and Consolidated EBITDA jumped by 51.9% YoY to INR 421.1 crore for Q1 FY2020-21**. Consolidated Total Revenue for the first quarter of the fiscal 2020-21 stood at INR 1997.5 crore, a marginal increase of 0.78% YoY. Total Production Volume during Q1 FY2020-21 was 107599 metric tonnes (MT) registering a growth of 13.44% QoQ whereas Total Sales Volume was 103575 MT, an increase of 8.97% QoQ.

As a leader in flexible packaging that truly believes in the adage '*the show must go on*', we will continue to stand by the world in this time of need with a combination of our human talent, their innate resilience alongwith our double helix of innovation and offerings enabled by backward plus forward integration.

**Ashok Chaturvedi**  
Chairman & Managing Director

## From the Vice Chairman's Desk

*Fate whispers to the warrior "you cannot withstand the storm" and the warrior whispers back, "I am the storm!"*

Problems that affect us all require solutions that can apply to us all, and FlexFilms has been up to the challenge! For the time being, we're in what I like to call a COVID-induced new normal. We are staring down COVID-19 and keeping it at bay with all of the enhanced PPE, safety procedures and education that our employees are utilizing.

While learning to adjust to the new normal of the existence of COVID-19, we continue to move forward, always advancing in the area of sustainability, through our R&D Department, that is producing the kinds of Earth-friendly products that our customers prefer. When supply-chain problems pop up, we knock them down with the creative minds and the energy of our people.

The short-term future for FlexFilms lies in the successful start-up of our plants in the Russia/CIS region as well as Poland (during this era of COVID-19). In the long term, we are committed to our specialty portfolio of products that center around Project Plastic Fix, including Pyrolysis, Multi-Layer Waste Recycling, Asclepius (up to 100% PCR film) and biodegradable PET.

*We shall overcome this together, and we will tell Fate together, "We are the storm!"*

**Anantshree Chaturvedi**  
Vice Chairman & CEO - FlexFilms International



## Financial Summary

(Consolidated)

(in INR Million)

### First Quarter (1<sup>st</sup> April-30<sup>th</sup> June)

	Total Revenue	EBITDA	Net Profit
<b>FY 2020-21</b>	<b>19975</b>	<b>4211</b>	<b>1965</b>
<b>FY 2019-20</b>	<b>19820</b>	<b>2773</b>	<b>907</b>
<b>% Change</b>	<b>(+) .78%</b>	<b>(+) 51.9%</b>	<b>(+) 116.7%</b>

## Noteworthy Developments by UFlex that are Set to Thrust the Packaging World:

**FlexiTubes to Pack Sanitizers in 30-200 ml Sizes:** With the outbreak of COVID-19 and surge in demand for hand sanitizers, FlexiTubes by UFlex tapped the opportunity to pack sanitizers in multi-layered plastic laminated tubes in sizes ranging from 30-200ml to make them more easily accessible to consumers. This range proved to be an effective and attractive replacement to pack sanitizers that were earlier available in rigid packaging.



**Easy Tear Structure for Single-dose Sanitizers:** Single dose packs have been commonly used for one time use of products like Tomato Ketchup, Face creams, Shampoos etc so far, however these packs are difficult to tear by hand. In order to stay abreast of the rising demand for sanitisers that can be used on-the go, UFlex Packaging Business has developed first-of-its-kind 'easy tear structure' for single dose sanitizers that offers ease of convenience and can be effortlessly opened by hand.

**Flex Protect Coverall Jointly Developed with IIT Delhi, approved by DRDO:** In line with PM's vision of 'Vocal for Local', UFlex developed Flex Protect PPE Coverall in collaboration with IIT Delhi approved by DRDO, to enhance safety of frontline workers fighting the COVID-19 pandemic. Flex Protect Coverall meets the inadequacies of the conventional PPE Coveralls with its anti-microbial coating and four layer security seal to protect against the virus and allows better breathability.



**Developed Six-layered N95 Mask to Prevent COVID Spread:** The company responded with innovative pivot to its line of business by venturing into manufacturing of safety solutions like N95 Masks. These are 6-layered personal protection masks without valve which are capable of filtering out bacteria and other particles greater than 0.3 micrometre so that the wearer can protect themselves from respiratory diseases. UFlex N95 masks have greater resistance against splashes and strong resistance against PM 2.5. The raw material, which is indigenously manufactured, provides best safety from harmful bacteria and virus.

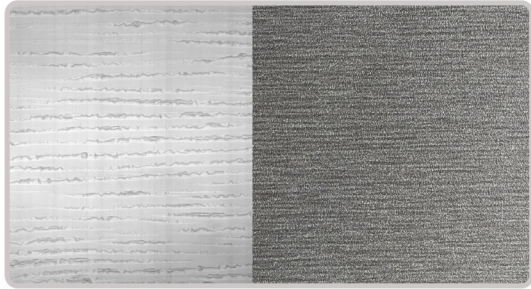
**FLEXPACK 5100, a Semi-film forming PU for Surface & Reverse Inks:** UFlex Chemicals successfully launched Flexpack 5100, a semi-film forming PU developed for surface as well as reverse inks. It provides high gloss for surface inks and good lamination bond for reverse inks providing suitability for both flexographic and gravure printing processes. The new product Flexpack 5100 is free of chemical compounds like TDI, MDI and Tin making it ideal for indirect food additives for packaging and suitable as per new BIS notifications IS 15945:2020 for safe printing inks.



**FLEXCOAT PC OPV 1009, a Water-based Playing Card OPV:** Another launch for UFlex Chemicals Business was FLEXCOAT PC OPV-1009, an environment-friendly water-based Overprint Varnish (OPV) for printing over paperboard used for playing cards. It is specially designed to give excellent slip property with very low CoF value, high scuff-resistance and good gloss besides smooth lay and anti-blocking properties. It is suitable for both inline and offline processes and has got the stamp of approval from leading card manufacturers.



**CI FLEXMATT, a Two Component OPV:** CI FLEXMATT Two Components OPV is a matt coating specially developed for CI Flexo printing process. This 'soft-feel' overprint varnish provides excellent adhesion on a variety of substrates including PE, PET, BOPP etc. besides excellent matt effect and scuff resistance. It complies with food packaging regulations and is most suitable for hygiene care products.



**Metal Embossed Sheets for Home Interior & OOH:** Cylinder Business developed Metal Embossed Sheets that are used for decorating interiors of modular kitchen, false ceilings, furniture etc. to enhance aesthetics. These sheets are also getting good response for use in Out of Home (OOH) properties like Corporate Sign-boards, Lift & Metro wall decorations.

**Silver Scratch Film for Packaging & Label Industry:** UFlex Holography Business has developed a premium product namely Silver Scratch Film in 12 & 15 micron variants for Packaging, Labels & Decoration industry. This film which was recently commercialized has huge potential in Indian & overseas markets.



**Continues to be IBA's Trusted Partner for Printing MICR instruments:** UFlex Holography Business was once again certified by Indian Banks' Association (IBA) to continue printing of security products in the Banking sector for another two years i.e, April 2020 to March 2022. Magnetic Ink Character Recognition (MICR) requires special printing system with overt and covert features for bank cheques, legal tenders and various other negotiable instruments and UFlex is leading the industry in printing such security documents for member banks of IBA.



## Accolades

**1. AIMCAL 2020 Awards in 'Technical Excellence' & 'Sustainability of the Year' Winner to Recyclable PE/ PE Laminate by UFlex for Primark Wet Wipes.**



**2. AIMCAL 2020 Awards in 'Product Excellence' to FlexiTubes for Clariss Organic Face wash.**



**4. AIMCAL 2020 Awards in 'Technical Excellence'**  
to UFlex 4D Bags with Handle for Royal Gold & Rice King'



## Corporate Sustainability



### Environmental Sustainability

Responsible behavior towards the environment is engrained in day-to-day activities at UFlex. Cognizant of protecting the environment and its natural resources, UFlex had undertaken activities aimed at rejuvenation of ponds and the company has been ensuring the maintenance of these six ponds in the village of Mohbalipur, Dayanatpur and Nagla Shahpur in Jewar district of Gautam Budh Nagar.

### Extends Financial Support to Fight COVID-19

UFlex Jammu Unit donated a sum of INR 15 lacs to J&K Relief Fund to aid the local government in its fight against coronavirus.



## Connect with Us



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