



QUARTER THAT WAS ‘OCTOBER – DECEMBER’ COMMUNIQUÉ FEBRUARY 2016

Financial Summary:

(Consolidated)

(in INR Millions)

	3 rd Quarter			Up to 3 rd Quarter		
	Total Revenue	EBITDA	Net Profit	Total Revenue	EBITDA	Net Profit
FY 2015-16	15110	1996	787	46514	6395	2326
FY 2014-15	15338	1893	571	47346	5881	1862
% Change	(-) 1%	(+) 5%	(+) 38%	(-) 2%	(+) 9%	(+) 25%

New Product/ Process Developments:

- ▶ We are in the final stages of setting up a **robotic plant for gravure cylinder production** at our **Noida location**. This robotic plant is expected to be ready by April 2016. Based on Technology from Think Laboratory - Japan, the production of cylinders will now become a one-man operation. Using this technology we will get high definition chrome plated printing cylinders from the steel base. This would tremendously enhance our productivity and efficiency.
- ▶ We have developed yet **thinner transparent polyester film**. A two substrate laminate comprising this film serves as a **cost effective food packaging solution** offering better shelf life.
- ▶ The **Hot Stamping Foil (HSF)** has received an overwhelming response resulting into substantial increase in sales volume.
- ▶ In our endeavour to bring value added **anti-counterfeiting solutions** for **our packaging clients**, we have been developing Fresnel lens amidst an ever increasing demand for the technology. In order to efficiently service this demand we have **installed new machines** at our **plant in Jammu** during the third quarter. More such machines will be installed in fourth quarter.
- ▶ A **new pre-treatment plant** for improving the quality of packaging machines has been started. **New paint booth and powder coating booth** are also functional.
- ▶ **Work is underway** on the **new aseptic liquid packaging machine** for pouches and is likely to be completed in fourth quarter.

“At the outset, I wish you all a very happy and gratifying 2016. The most important aspect of our work is ‘**Innovation to create value added differentiation**’. We always endeavor to offer flexible packaging solutions that add discernible value to the business of our clients.

This is a collaborative process, wherein our product development team proactively interfaces with our clients to design unique and optimized packaging solutions exactly matching their requirements in terms of barrier properties, functionalities, aesthetics and anti-counterfeiting properties among other parameters. We stand **committed to deploy cutting edge technology** to the best advantage of our clients. The path ahead looks extremely encouraging and promising. Let’s walk it together with pride.”

Ashok Chaturvedi

**Chairman & Managing Director
Uflex Group**

Corporate Office

A - 107-108, Sector - IV,
Noida - 201 301 (U.P.)

Phone No. : +91-120-4012428

Fax No. : +91-120-2556040/4012363

Mumbai Office No. : +91-22-61189143

Email : investorrelations@uflexltd.com

Website : www.uflexltd.com

Connect with Us:   

New Corporate Website:

- ▶ Our **new Corporate Website** www.uflexltd.com was unveiled on **01st December 2015**. The website is an **eclectic combination of content and imagery** catering to the requirements of all stakeholders.
- ▶ The **new portal** has been designed keeping in mind the ever expanding horizons of Uflex and upholds organization's value system.

Enterprise Resource Planning:

- ▶ To improve overall process efficiency of the organization, we are in **advanced stage of deploying Oracle E-Business Suite**. The first phase will cover all operations and processes across the company and will be completed by 31st March 2016.
- ▶ The second phase of this project will further facilitate enhanced business decision making by including **Customer Relationship Management; Human Resource Information System, Data Warehousing and Business Analytics**.

Talent Grooming:

- ▶ **Leadership Excellence and Achievement Program (LEAP)** workshops were launched for **Business Leaders**. **LEAP** aims at building high performance teams with a particular emphasis on sustained incremental high impact actions towards goal achievement driving result oriented operational excellence.
- ▶ During the third quarter, **STEP FORWARD** workshops were initiated at our **packaging film manufacturing facilities** in **Egypt, Dubai and Poland**. These workshops are designed to orient the Plant Operators, Managers and Senior Leadership alike for a deliverable driven approach to take the business to the next level.
- ▶ The first phase of **Hay Group Leadership Development Intervention** at the **Export Division in Noida** concluded during the third quarter. The main objective of this initiative is to establish synergy between different offices of Uflex Group both in India and overseas to effectively handle a diverse workforce and deliver the shared vision.
- ▶ **Series of NEXT GEN workshops** were conducted at **our manufacturing hub in Jammu**. **NEXT GEN workshops** have been carefully conceived to groom the Managers that help them take up greater challenges and responsibilities, besides kindling their drive to build effective teams with a **result oriented and pragmatic approach**.

Social Sustainability:

▶ In December, the second season of **Stairs School Football League (SSFL) – Delhi** drew to a close amid loud cheer and unrelenting euphoria. The league witnessed avid participation from **over 6,000 children across 288 schools in the National Capital Region**. Adhering to its widely acclaimed format, SSFL started with over 60 grassroots spotting camps across the four zones in Delhi. 592 matches were played in a span of 100 days engaging 288 teams. In an encouraging first, **32 girls'** teams also participated squaring up the gender diversity. In this process, STAIRS shortlisted over **350 promising footballers** for further professional training. Over 150 underprivileged children including 52 girls were spotted and trained by STAIRS through the widely spread network of grassroots camps across Delhi. On the whole, **4 winning teams – one each from Under 14 Girls, Under 14 Boys, Under 17 Girls and Under 17 Boys** lifted the **Majestic Gold Plated Champions Trophy** while the runners-up received the **Grand Silver Trophy**. Both the awards are running trophies and will remain with the winning teams' schools until the beginning of **SSFL 2016**.

▶ In an endeavour to replicate the success of the Delhi Chapter, **Uflex** has pledged support to the **Ahmedabad Chapter of SSFL** for the next five years. SSFL has evolved to become one of the most significant **'talent spotting'** platforms for clubs and bodies seeking to acquire talent right at early adolescence. While many officials and individuals from professional bodies keep their eyes on the budding players during the matches, **selectors from international foreign clubs** watch 'live streaming' of important matches and even call for recorded videos to assess the performance of promising players. **Stairs School Football League** is looked up to as the tournament for spotting talent for **Under-17 (U-17) FIFA World Cup** that will be hosted by **India in 2017**.

Awards & Accolades:

▶ During the third quarter, we were conferred with several prestigious awards that yet again acknowledged our commitment towards innovation to create differentiation and overall operational excellence adding to customers' delight. In the month of November Uflex was conferred with the **Lokmat Corporate Excellence Award** for the use of technology to achieve operational excellence. The award acknowledged the innovation quotient in Uflex's product offering, besides assessing the popularity of the brand in mainline and social media.

▶ In December 2015, Uflex was adjudged the **World's Greatest Brand Asia & GCC 2015 in the flexible packaging sector** owing to increasing brand equity, operational excellence, superior innovation quotient and quicker time to market. In yet another testament to its unrelenting quest for innovation that adds value to its customers' business, Uflex in December 2015 was honored with **CII Industrial Innovation Award 2015 in the 'Manufacturing – Large Enterprise' category**. Uflex also ranked among the **Top 25 Innovative Organizations by the Confederation of Indian Industry**.

