

QUARTER THAT WAS 'APRIL – JUNE' COMMUNIQUÉ AUGUST 2016



Financial Performance:

(Consolidated)

(in INR Million)

	1 st Quarter		
	Total Revenue	EBITDA	Net Profit
FY 2016-17	15387	2284	862
FY 2015-16	16050	2193	762
% Change	(-) 4%	(+) 4%	(+) 13%

New Products/ Process Developments:

- ▶ During the first quarter we launched and supplied the pre-formed spout pouch filling machine for packing powder/granular products.
- ▶ Through enhanced engineering, we have been able to attain increased speed for our 3D Pouch making machine from the erstwhile 45 to 65 Pouches per minute.
- ▶ In the first quarter, we developed 36 micron F-ISB grade thermo-formable PET film for blister packaging application; F-PDP grade PET film for digital printing application; 23 micron F-UVP grade PET film for paper/board lamination at our plant in Dubai (UAE).
- ▶ Marked increase in sales of speciality products like UPF, ESB, WAP and HSP by film manufacturing plants in USA & Mexico.
- ▶ At our manufacturing plant in Poland (Europe) we successfully trial tested MELAMINE free acrylic PET film.
- ▶ We also successfully trial tested the metallization of holographic film with lens at our manufacturing plant in Poland.
- ▶ During the first quarter, we designed a 3D pack for an international client. It is called a 'Registered Window Metallized' pouch with gloss on the front side and matte finish on the rear. The side gussets have windows despite it being a metallized BOPET pouch. A carry handle has been provisioned for on the top which is quite unlikely of a 3D pouch. To further enhance the functionality of the pack, a Press to Close zipper has been provided which obviates the need to tear off the top for accessing the product packed inside.

Uflex @ DRUPA 2016:

Uflex participated at DRUPA 2016 (Dusseldorf, Germany) – one of the most significant industry events for printing and cross media solutions.

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“ The new financial year has commenced on an exhilarating note with product innovation, process improvements, technological collaborations and partnerships fortifying positive change.

I am pleased to inform you that we have inaugurated Fully Automatic Robotic Laser Engraving Line at our Noida facility in technical collaboration with M/s. Think Lab, Japan. This has reduced the cumbersome process of manufacturing rotogravure printing cylinders to a single operator job while tremendously increasing both precision of job and the efficiency. Now with the electromechanical engraving line and the robotic line both in tandem we are able to produce around 270 rotogravure cylinders per day as opposed to the earlier figure of 210.

In the month of June 2016 we exhibited at the most celebrated event of the print and cross media solution industry 'Drupa' at Dusseldorf Germany. The response has been overwhelming with a lot of interest by global clientele in the end-to-end flexible packaging solutions offered by Uflex.

At the event, we announced technological collaboration with Comiflex SRL Italy for manufacturing geared and gearless C.I. Flexo Printing Machines at our Engineering Plant in India under a Technology Transfer Agreement with the latter. I am glad to share with you that we have also extended our existing alliance with Wave Front Technology Inc. to manufacture Fresnel lens packaging film at our manufacturing plant in Poland to cater to European and CIS countries.

That said, the quarters lying ahead behold promising business prospects for your company and together we will cross several momentous milestones."

Ashok Chaturvedi
Chairman & Managing Director

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Connect with Us:   

Through our duplex pavilion spread across 4300 sq. ft. we displayed Converting and packaging machines with cutting edge technology; Rotogravure printing cylinders, flexo-printing plates, elastomers and sleeves; Ultra-modern brand protection and anti-counterfeiting solutions like UV Process Manufactured Fresnel, Diffractive, Holographic and Hybrid (Combination) lens embossed films, holographic thermal lamination film, stamping foils, unigrams, latentograms among several others. New partnership with Comiflex SRL (Italy) was announced for manufacturing C.I. Flexo Printing Machines at our Engineering plant in Noida resonating with Government's 'Make in India' scheme.



Uflex Limited at DRUPA 2016, Dusseldorf Germany

Over a span of 11 days, we received a number of quality business enquiries. While many enquiries have already translated into successful transactions, discussions are on in full swing to bring several more new clients on board. For Drupa Moments [Click Here](#).

Social Sustainability:

After the overwhelming success of Stairs School Football League (SSFL) Delhi and a ballistic start to the Ahmedabad and Gandhinagar chapters, Uflex has extended support to the intervention in the entire state of Gujarat up till 2020. SSFL has evolved as one of the most successful football talent spotting platforms by national and international football clubs that endeavour to acquire talent right at adolescence. After two successful years of SSFL in Delhi and one in Gujarat, we have been able to touch lives of over 15,000 young footballers – most of them from the underprivileged backgrounds.

Delhi is now bracing up for the third season of SSFL, and the intervention is gaining momentum particularly in the wake of Under 17 FIFA World Cup that will be hosted by India in 2017. Over the next 5 years SSFL shall engage over 120,000 budding footballers across India in a phased manner.

Environmental Sustainability:

- ▶ **Uflex accords very high value to environmental sustainability.** During the quarter ended 30 June 2016 we started our intervention **“Natural Resource Conservation and Optimization in Village Ecosystem”** in partnership with **AROH Foundation** and **Fiinnovation** in the two villages that were identified in **Gautam Buddha Nagar District**.
- ▶ Under this **initiative Rain Water Harvesting (RWH) structures for recharging the ground water table and aquifers** were constructed well before the **arrival of monsoon in NCR**. Focused plantation drives have also commenced in the village community for protecting the soil cover besides revitalizing the air quality.
- ▶ Over the coming months, **sustained engagement** through **rural participatory appraisal mechanism** will instill a strong sense of **ownership and accountability** among the **villagers towards conservation of natural resources** and **protection of biodiversity** within their **ecosystem**.

Awards & Accolades:

- ▶ During the first quarter, Uflex was honoured for **business excellence and corporate social responsibility** both in **India and overseas**. In the month of May **International Brand Consulting Corporation (IBCC) USA** honoured Uflex Ltd with **India's No.1 Brand Award 2016 for Unmatched Flexible Packaging Solutions** and the immense value that it has contributed to the **domestic packaging industry**.
- ▶ World Confederation of Businesses conferred **THE BIZZ 2016 Business Excellence Award** upon Uflex at Monte Carlo in May. Uflex was selected by an **eminent panel of Jury** owing to **superior rankings** in **vital parameters** like **Managerial Leadership; Management Systems; Quality of Goods & Services; Innovation; Social Responsibility; Business Results; Certifications; Recognitions and Presence in Mainstream and Social Media**.
- ▶ Uflex was acknowledged for its exemplary contribution in the **field of social sustainability** by being conferred with the **Asia Responsible Entrepreneurship Award 2016 under the Social Empowerment Category for its 'Sports for Growth' initiative**. The award ceremony took place in **Singapore on 24th June 2016**.
- ▶ In the first quarter, **Flex Middle East FZE (fully owned subsidiary of Uflex Limited)** was honoured by **Dubai Chamber of Commerce and Industry** in **recognition** of the **company's distinguished export performance for the month of February 2016**.

