



## QUARTER THAT WAS ‘JULY – SEPTEMBER’ COMMUNIQUÉ NOVEMBER 2015

### Financial Summary:

(Consolidated)

(in INR Millions)

	2 <sup>nd</sup> Quarter			Up to 2 <sup>nd</sup> Quarter		
	Total Revenue	EBITDA	Net Profit	Total Revenue	EBITDA	Net Profit
FY 2015-16	15354	2206	777	31404	4399	1539
FY 2014-15	16645	2035	651	32008	3987	1291
% Change	(-) 8%	(+) 8%	(+) 20%	(-) 2%	(+) 10%	(+) 19%

### New Product/ Process Developments:

- ▶ We have developed a **New Collar type Form Fill Seal (FFS) Machine** with four servos and vacuum pulling belts. The use of four servos in place of earlier two servos help in increasing the speed and more importantly in reducing process rejection at customers’ end due to controlled web movement owing to the use of extra servos at critical areas. The vacuum pulling technology helps increasing the life of the belts thereby resulting in low maintenance cost at customers’ end. The Collar Type Form Fill Seal Machine efficiently packs powder, granules, liquid & paste in low unit packages. The machine can pack products weighing 5 grams to 1 kilogram depending upon the volume and density.
- ▶ We have developed **PET (Polyethylene Terephthalate) shrink film** that is used for full body labels on bottles and jars. This film has very good print receptivity that imparts good aesthetics and enhanced shelf impact. It can also be used for highly contoured bottles. This film is also conveniently recyclable compared to PVC that was traditionally used for this application.
- ▶ In the anti-counterfeiting segment offering yet enhanced protection feature to the brands, we developed **new range of HOT STAMPING FOIL TRANSPARENT (ZNS) & COLD FOIL** for graphic application in the Security Printing. The response from the market has been overwhelming.
- ▶ **We have made major breakthroughs towards Innovation and Value Added Products such as:**
  - ▶ ‘Cast n Cure Lens’ for prominent beverages brands;
  - ▶ 3 D Bulk bags for packaging fertilizers;
  - ▶ Innolock pouches for a reputed food & snacks brand;
  - ▶ Nano perforation for export quality rice packaging;
  - ▶ Flex Fresh for packaging bell pepper;
  - ▶ High Barrier Laminate for packaging snacks;

“Uflex has its roots in India and is proud to further Government’s mission of, ‘**Make in India**’. With the new Aseptic Packaging Plant for packing liquid products that will go operational in the first half of 2017 at Sanand - Gujarat, we will complete the entire bouquet of product offering which at present spans across solids, semi solids, pastes, gels, viscous fluids, powders and granular materials. The fact that Uflex has become ‘**A part of your daily life**’ is gratification of sorts. Thank you for making us what we are today. We will continue to delight you with the most innovative flexible packaging solutions to the best of your advantage. The year ahead looks promising and your Company expects to scale greater heights.”

### Ashok Chaturvedi

**Chairman & Managing Director  
Uflex Group**

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- ▶ Expanded our customer base to include several Indian and Multinational brands.

**Good Practice:**

- ▶ Uflex focuses on developing sustainable models to address **Environment Health and Safety (EHS)** issues with emphasis on continual training of workforce on EHS that eventually help them to deliver their best. This helps in ensuring a safe workplace and cleaner environment for our future generations. We have a very specific target of **'Goal Zero Accident'** by undertaking various initiatives that aim at achieving this goal. We remain committed to produce more in the most cost effective manner without compromising our EHS ethos. By achieving Goal Zero Accident, we also reduce running costs by avoiding injuries to employees which in turn reduce work and production disruptions.

**Social Sustainability:**

- ▶ Promoting rural, nationally organized, paralympic and Olympic sports are ways in which Uflex fulfils its responsibility towards building a mentally alert, physically fit and agile Nation. With an aim to strengthen the sports ecosystem and build football culture at the grassroots, Uflex among several other programs under Corporate Social Responsibility, has pledged support to **Stairs School Football League (SSFL)** for the next five years. Notably Uflex had supported SSFL in 2014 as well. In its second year in Delhi, SSFL - 2 endeavors to bring about a difference to about 10,000 children and will continue to multiply its reach as well as impact with each passing year.

- ▶ With participation confirmation from 288 schools comprising 32 girls' teams and 256 boys' teams – the league has engaged over 4,000 budding footballers in Delhi. The event will witness 600 matches being played till December 2015, making it the biggest as well as the longest ever football league played at the school level. **SSFL-2 was launched at Thyagaraj Stadium, New Delhi on 26th August in the presence of Mr. Sanath Jayasuriya, Former International Cricketer and Former Member of Parliament, Sri Lanka and Mr. Bhim Sain Bassi, IPS, Commissioner of Police, Delhi among other dignitaries.**

**Awards & Accolades:**

- ▶ Continuing the winning streak, Uflex bagged the prestigious **'Make in India' for excellence in flexible packaging in August**. In September, the Plastics Export Promotion Council conferred the export award in the **'Metalized Polyester Film Category'** upon Uflex for the Financial Year 2013-14. In the last quarter, Uflex was also conferred with the **'Best Employer Brand' Award for the year 2015** at the award ceremony hosted in Singapore by Employer Branding Institute, World HRD Congress & Stars of the Industry Group. The award was endorsed by Asian Confederation of Businesses. The Europe Business Assembly (EBA) conferred the **'Best Enterprise' award** upon Uflex Limited in October 2015. Uflex was chosen as the Best Enterprise by EBA's expert analysts on account of superior rankings towards investment attractiveness and a strong position in the national market with a sound business reputation.

