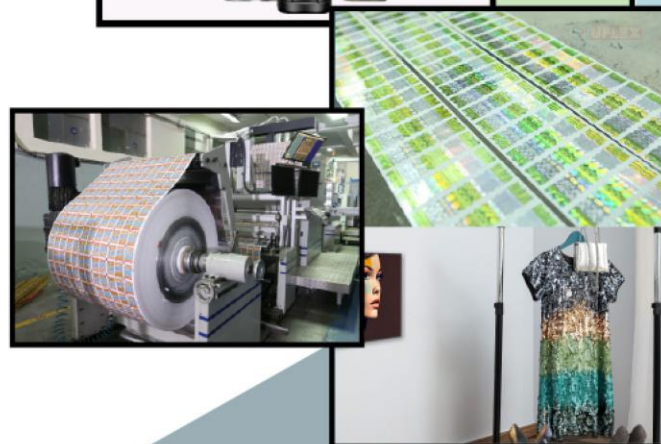




*'A part of your daily life'*



UFLEX LIMITED

# INVESTOR PRESENTATION

June 2025  
Noida, India

Stock Code: BSE - 500148, NSE - UFLEX  
Common Stock Outstanding: 72.2mn as of Mar 31, 2025



## Rich Legacy of 40 Years in Providing Packaging Solutions to our Partners



**1985**

Established



**17**

Manufacturing Units



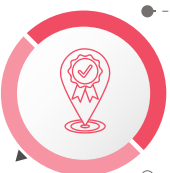
**5000+**

Customer Base



**1,313,510**

MTPA<sup>1</sup>  
Global Capacity\*



Presence Across

**150+**

Countries



**10,000+**

Workforce



**7bn+**

Aseptic Liquid  
Packs Capacity



**300 mn+**

Tubes Capacity



**1,090 mn+**

Pouch Capacity



**74,317 MTPA**

Recycling  
Capacity



**5.4 bn+**

PCR PET<sup>2</sup> Bottles  
Recycled



**69,730 MTPA**

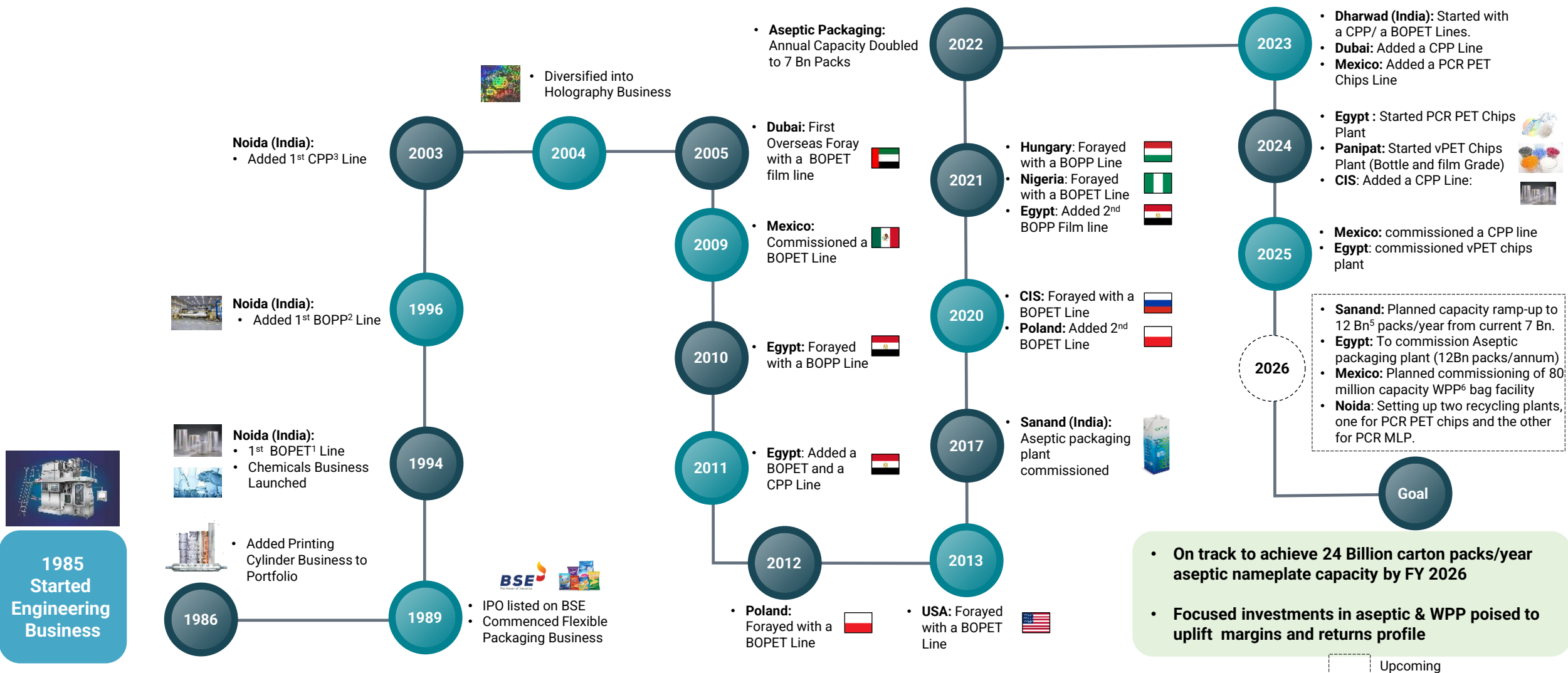
Chemicals  
Capacity

\*Note: The total capacity of 1.3 million+ MTPA includes resins at 427,020 MTPA (vPET Chips 384,000 + rPET Chips 43,020), base films at 636,160 MTPA, inks and adhesives at 69,730 MTPA, holography at 20,600 MTPA, flexible packaging at 100,000 MTPA, and aseptic liquid packaging at 60,000 MTPA.; The 31,297 MTPA MLP and moulding recycling capacity is not factored into the overall capacity calculation.

All logos displayed are the property of their respective organizations and are used solely for representational purposes.; 1. Metric tonnes per annum (MTPA); 2. Post-Consumer Recycled polyethylene terephthalate (PCR PET)



# Journey so far: Growing as a Global Player in Flexible Packaging



1. Biaxially oriented polyethylene terephthalate (BOPET); 2. Biaxially Oriented Polypropylene (BOPP); 3. Cast polypropylene (CPP); 4. Polyethylene terephthalate (PET); Post-Consumer Recycled (PCR); Polyethylene terephthalate (PET); 5. Billion (Bn); 6. Woven Polypropylene (WPP);



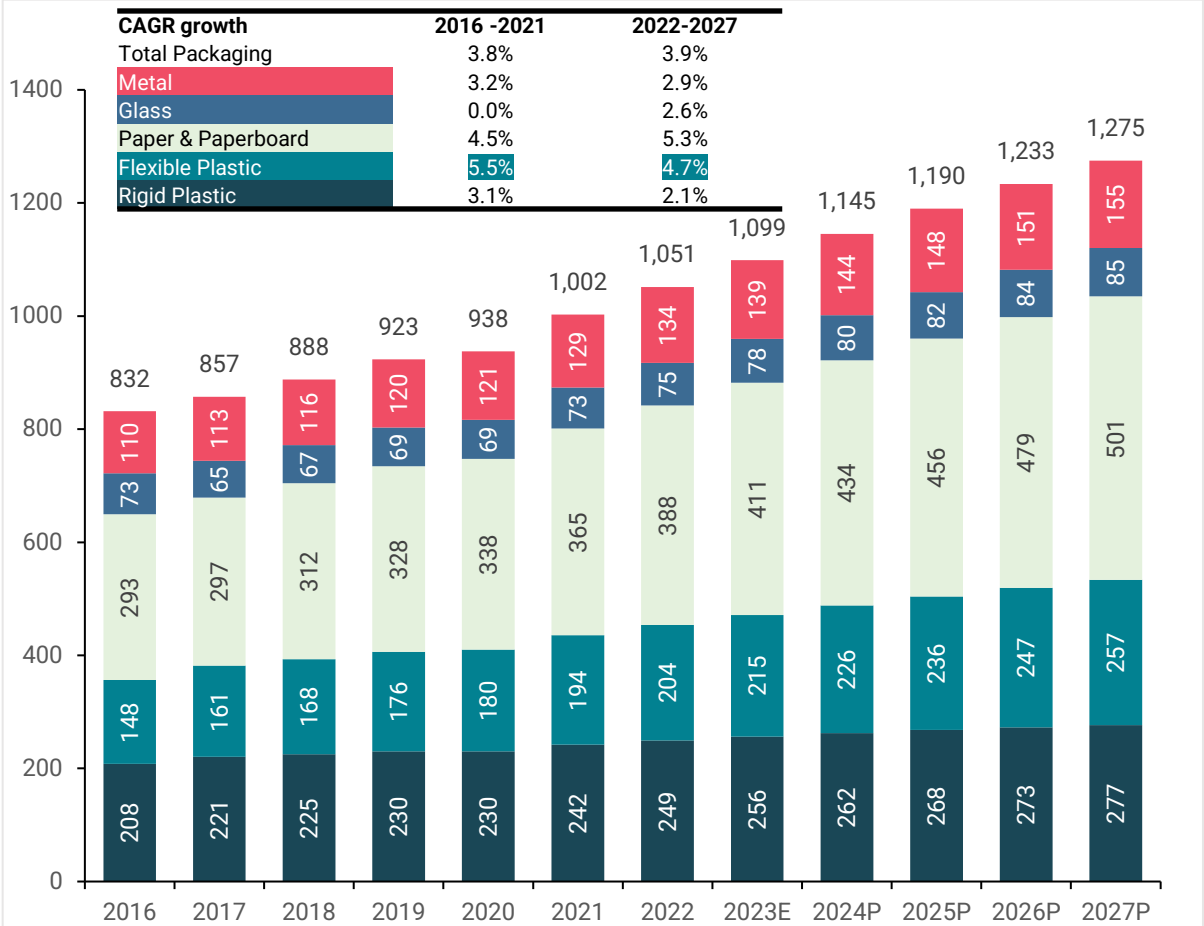


# India Packaging Landscape

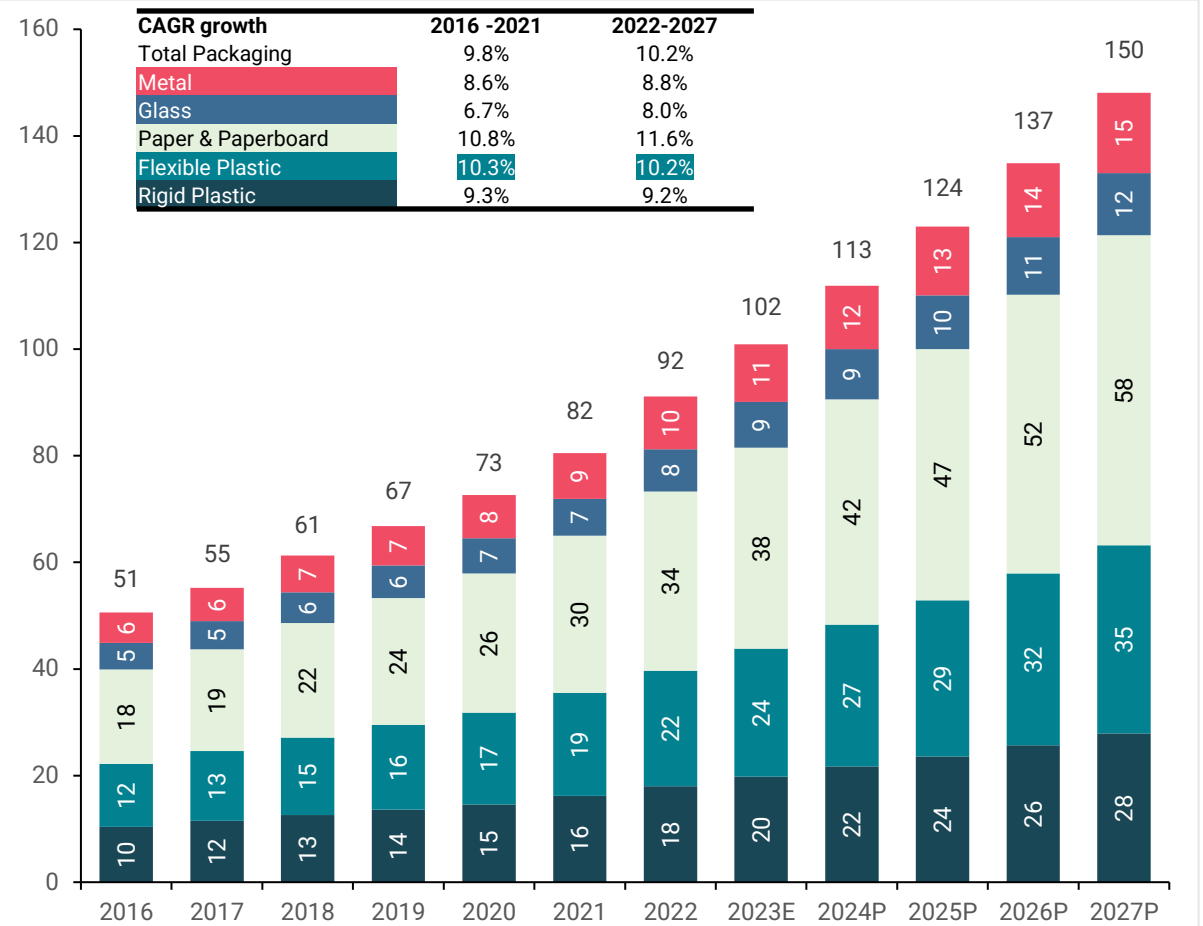


# Packaging Market Size

Revenue in USD bn, Global Packaging Market, 2016-2027



Revenue in USD bn, India Packaging market, 2016-2027



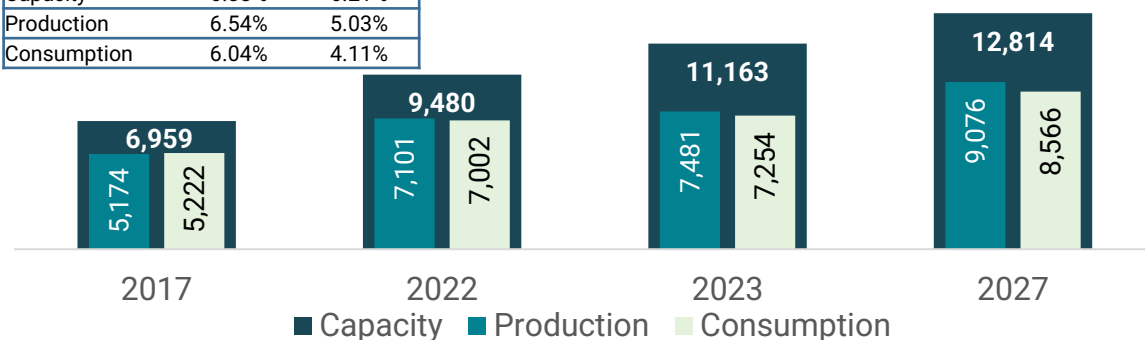
Source: CRISIL report



# Packaging Films Market Size

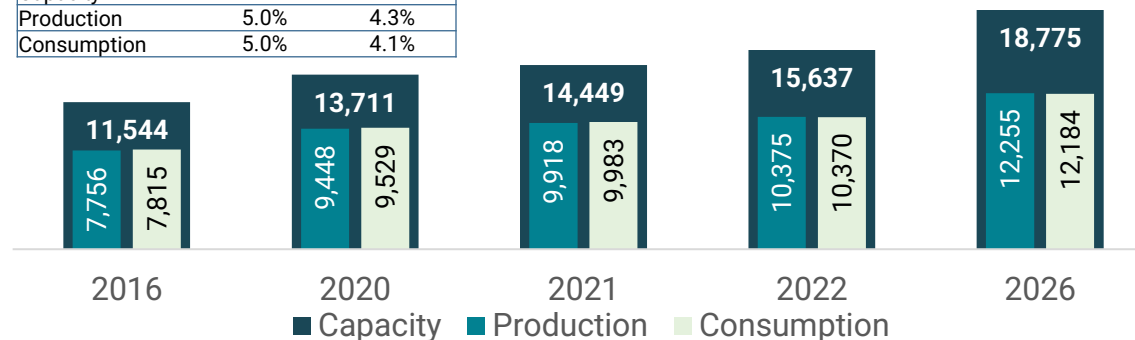
## Global BOPET<sup>1</sup> P. Film Mkt Size 2017-2027: '000 MTPA

CAGR %	2017-2022	2022-2027
Capacity	6.38%	6.21%
Production	6.54%	5.03%
Consumption	6.04%	4.11%



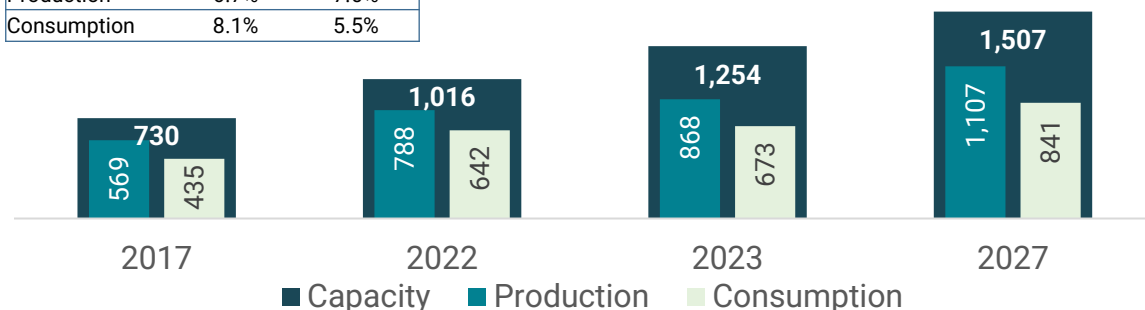
## Global BOPP<sup>2</sup> P. Film Mkt Size 2016-2026: '000 MTPA

CAGR %	2016-2021	2021-2026
Capacity	4.6%	5.4%
Production	5.0%	4.3%
Consumption	5.0%	4.1%



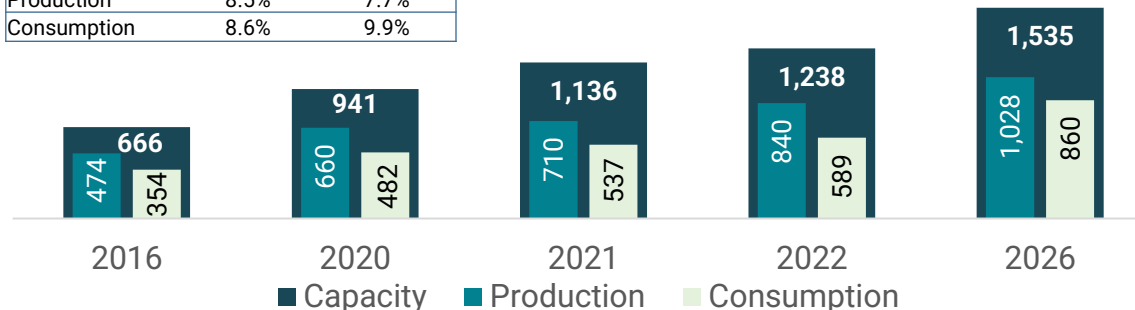
## India BOPET P. Film Mkt Size 2017-2027: '000 MTPA

CAGR %	2017-2022	2022-2027
Capacity	6.8%	8.2%
Production	6.7%	7.0%
Consumption	8.1%	5.5%



## India BOPP P. Film Mkt Size 2016-2026: '000 MTPA

CAGR %	2016-2021	2021-2026
Capacity	11.3%	6.2%
Production	8.5%	7.7%
Consumption	8.6%	9.9%

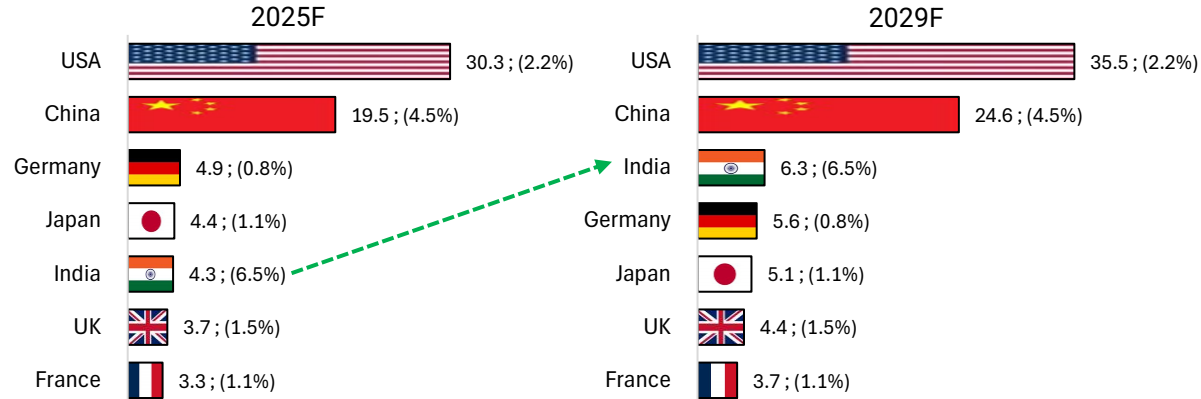




# India's Decade of Outperformance

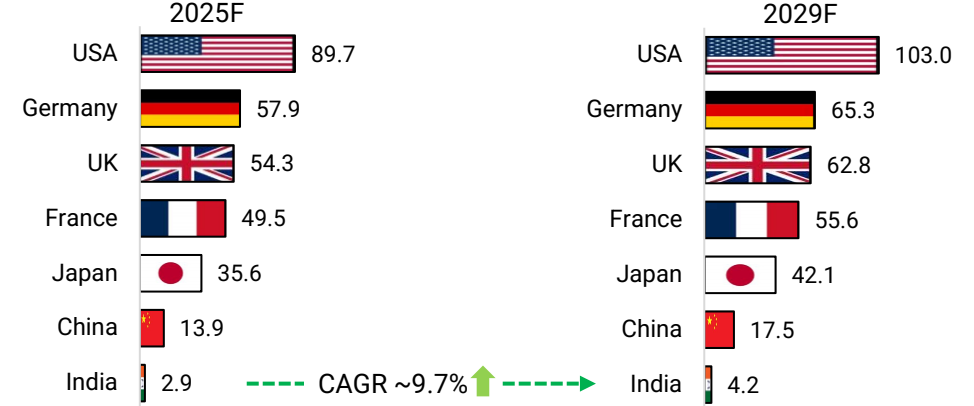
## India to Become 3<sup>rd</sup> Largest Economy by FY29

GDP in US\$ trillion (Real GDP growth %)



## India's Rising GDP per Capita → Higher Consumer Spending

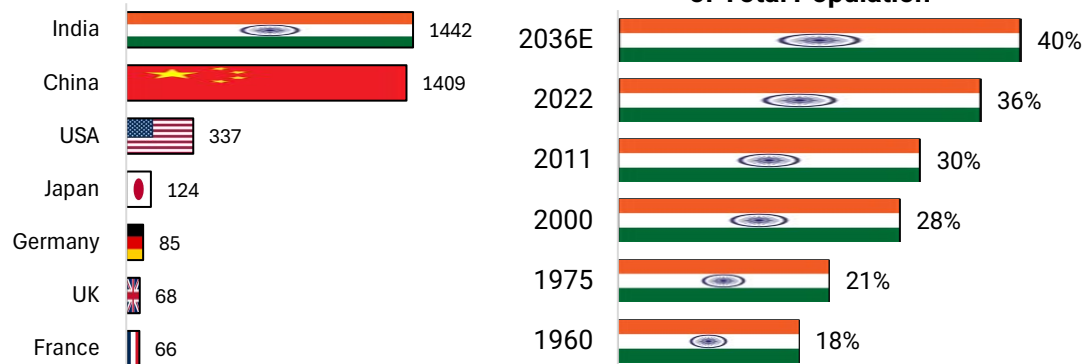
GDP per Capita at current prices in US\$ ('000) per capita



## Rapid Urbanisation

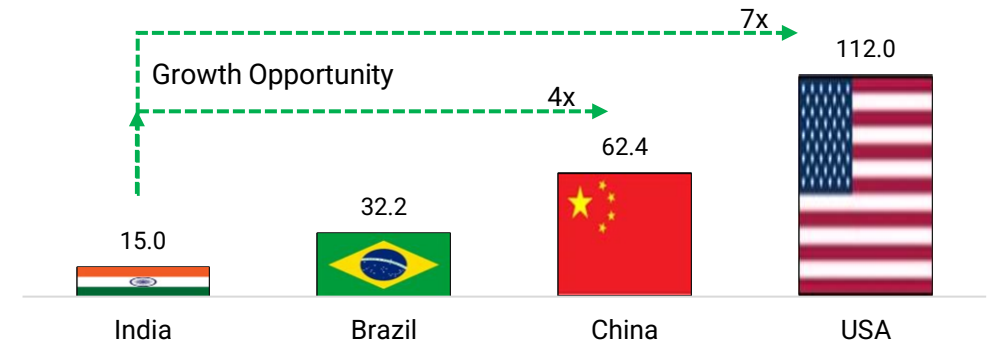
2024F: Population (Mn)

India: Urban Population as % of Total Population



## India's Polymer Consumption: Underpenetrated with ≥4–7x growth potential

Consumption per Capita of Virgin Polymer 2021-22 (Kg)





# Evolving Business Landscape of Packaging and Packaging Films

01

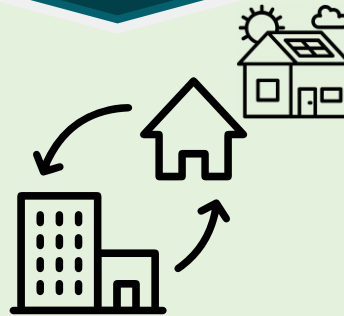
## STEADY ECONOMIC GROWTH



Steady economic growth amidst global challenges

02

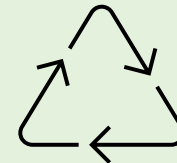
## FMCG DEMAND



Rural outpaced urban with govt welfare schemes

03

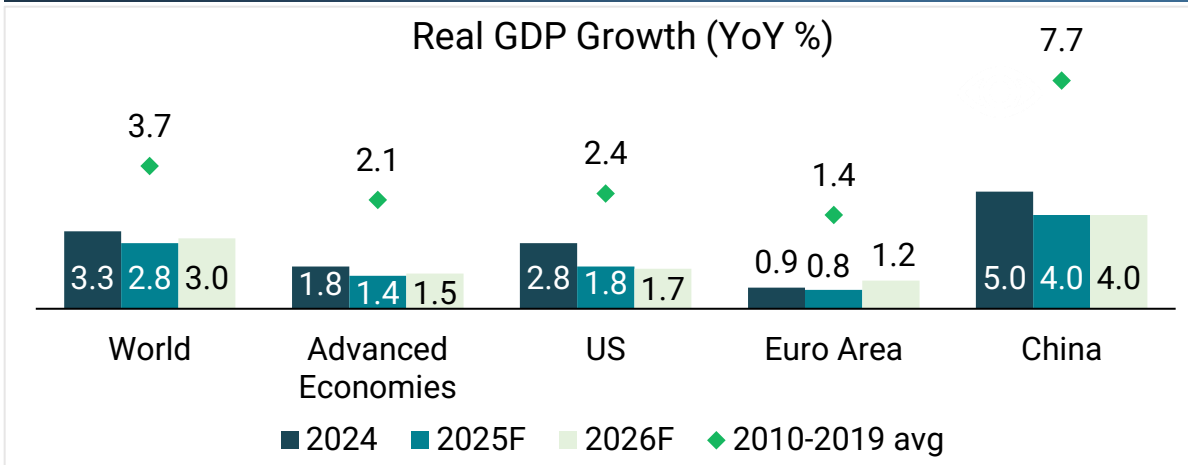
## SUSTAINABLE PACKAGING



EPR commitments to promote sustainable packaging

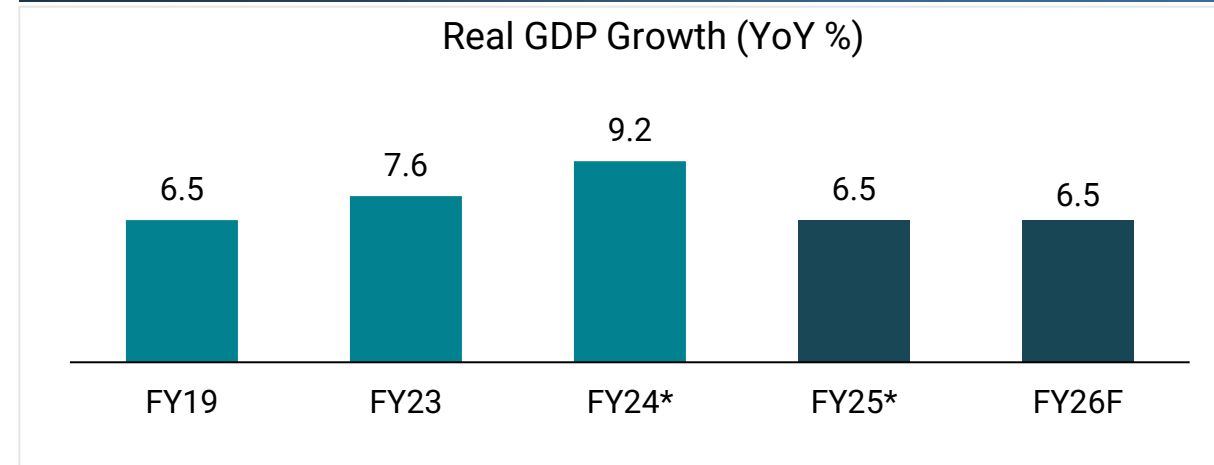


## Global Growth Slowdown amid Policy Shifts



- Global growth projected at 2.8% in 2025 and 3.0% in 2026 – lower than IMF's January 2025 forecast of 3.3% for both years.
- Outlook for US and other advanced economies has been revised downward amid rising policy uncertainty, trade tensions, and weaker demand.
- April'25 tariffs are expected to offset the strong carryover from 2024 and impact growth negatively for the Emerging market & developing economies.
- Easing US-China trade disputes may temper bearish global economic forecasts, though uncertainty remains.

## India to Maintain Strong 6.5% Growth in FY26F



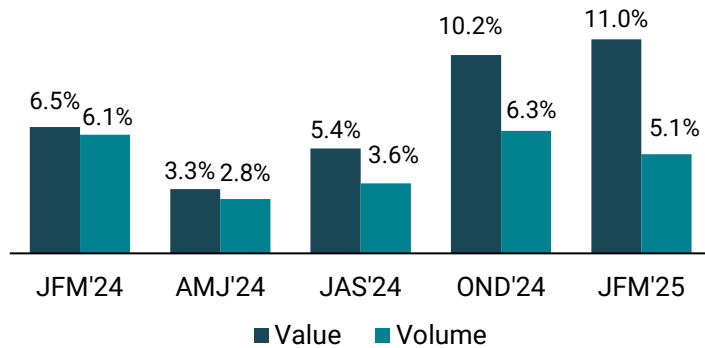
- India's economy is projected to grow by 6.5% in FY2026
  - Real GDP growth stood at 7.4% in Q4FY25, resulting in 6.5% in FY25.
  - Private final consumption expenditure (PFCE) likely to be 7.6% in FY25.
  - Rural demand, backed by lower food inflation (CFPI) and favorable fiscal and monetary policies.
  - Geopolitical and trade uncertainties pose risks to growth forecasts.
  - Despite the slowdown, India remains among the fastest-growing major economies, driven by resilient consumption and government spending.



# Evolving Consumption Trends

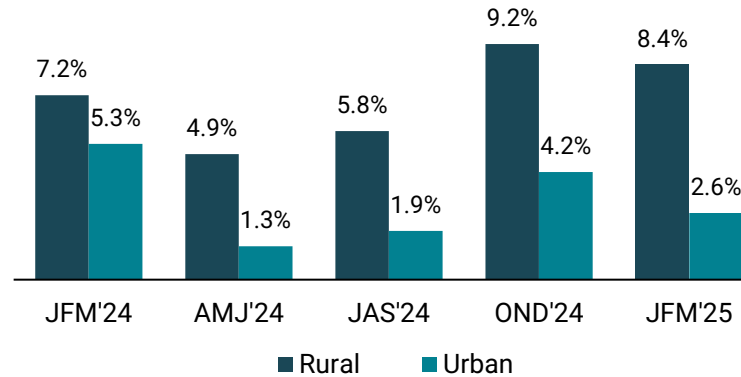
## Value on the Rise Despite Volume Moderation

### FMCG growth %

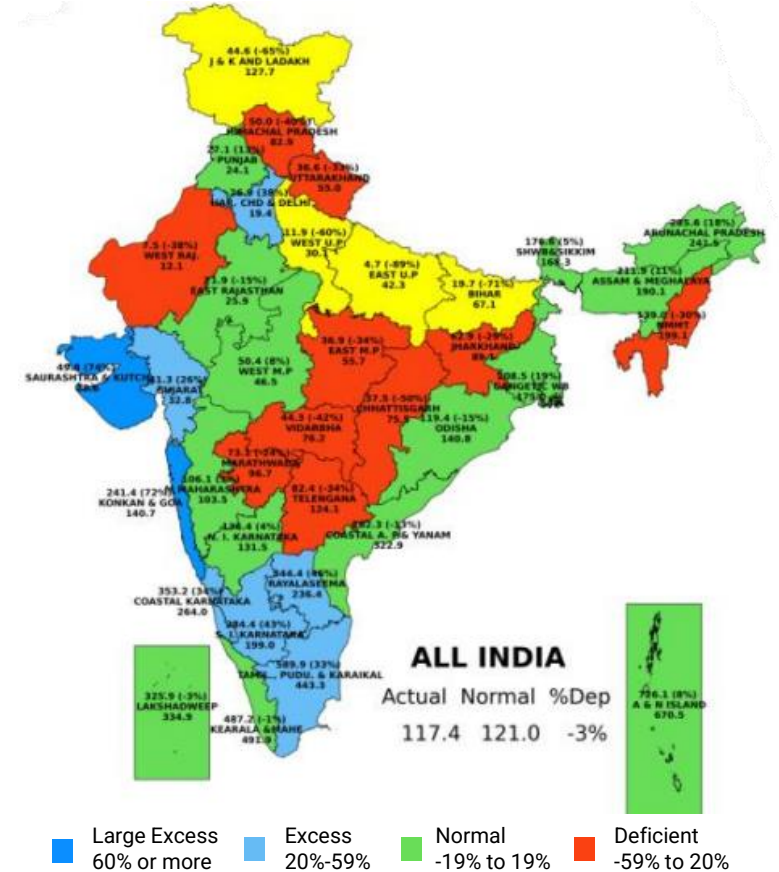


## Volume: Rural continue to surpass Urban Growth

### FMCG volume growth % in Rural & Urban

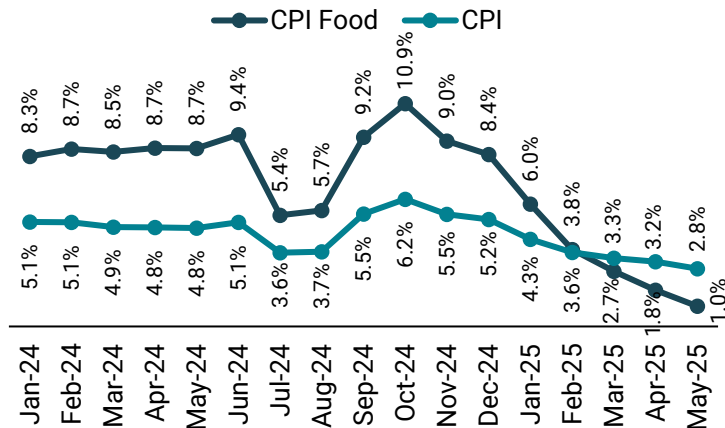


## Rainfall Status: -3% LPA (1<sup>st</sup> Oct'24 – 31<sup>st</sup> Dec'24)

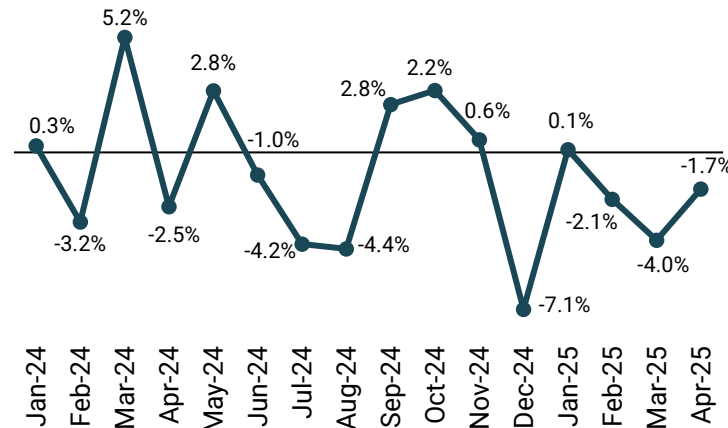


A below normal monsoon during the period

## CPI Lowest since Feb 2019, CPI Food since Oct 2021



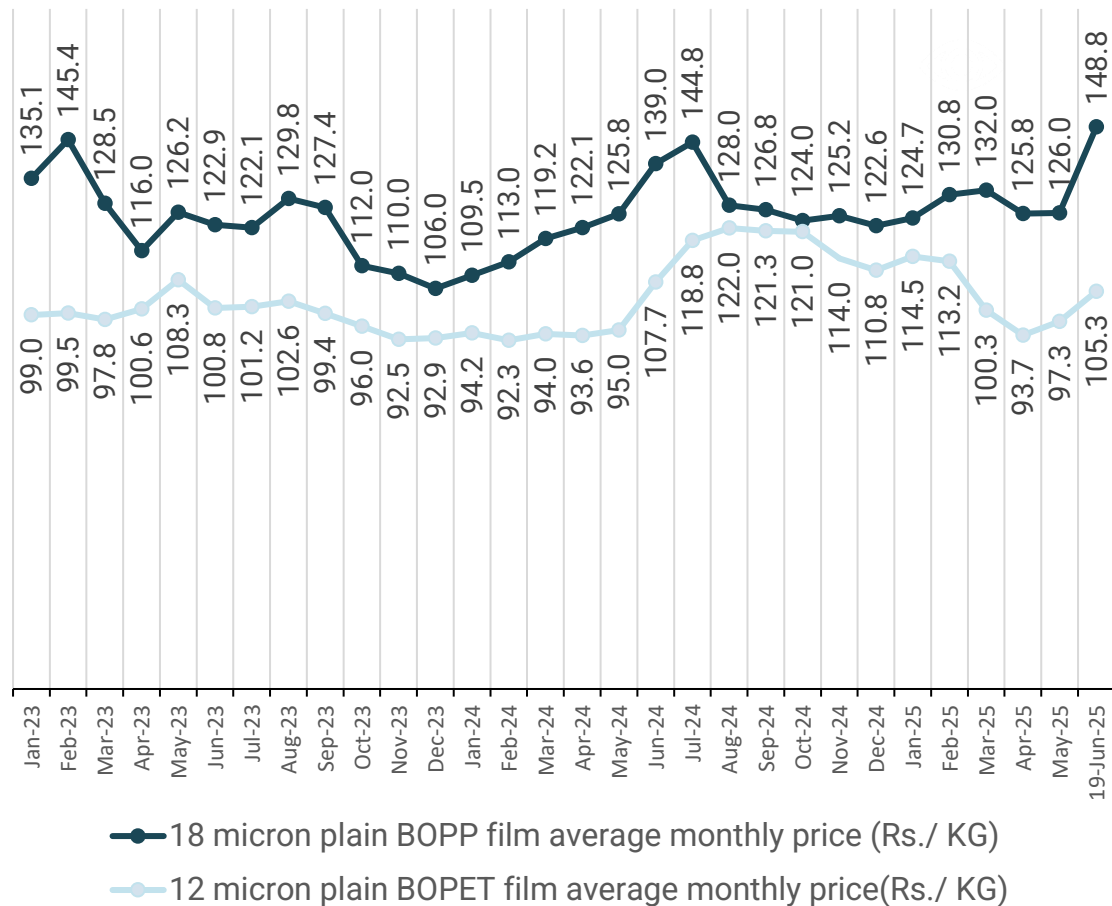
## Consumer Non-durables Growth Straggles



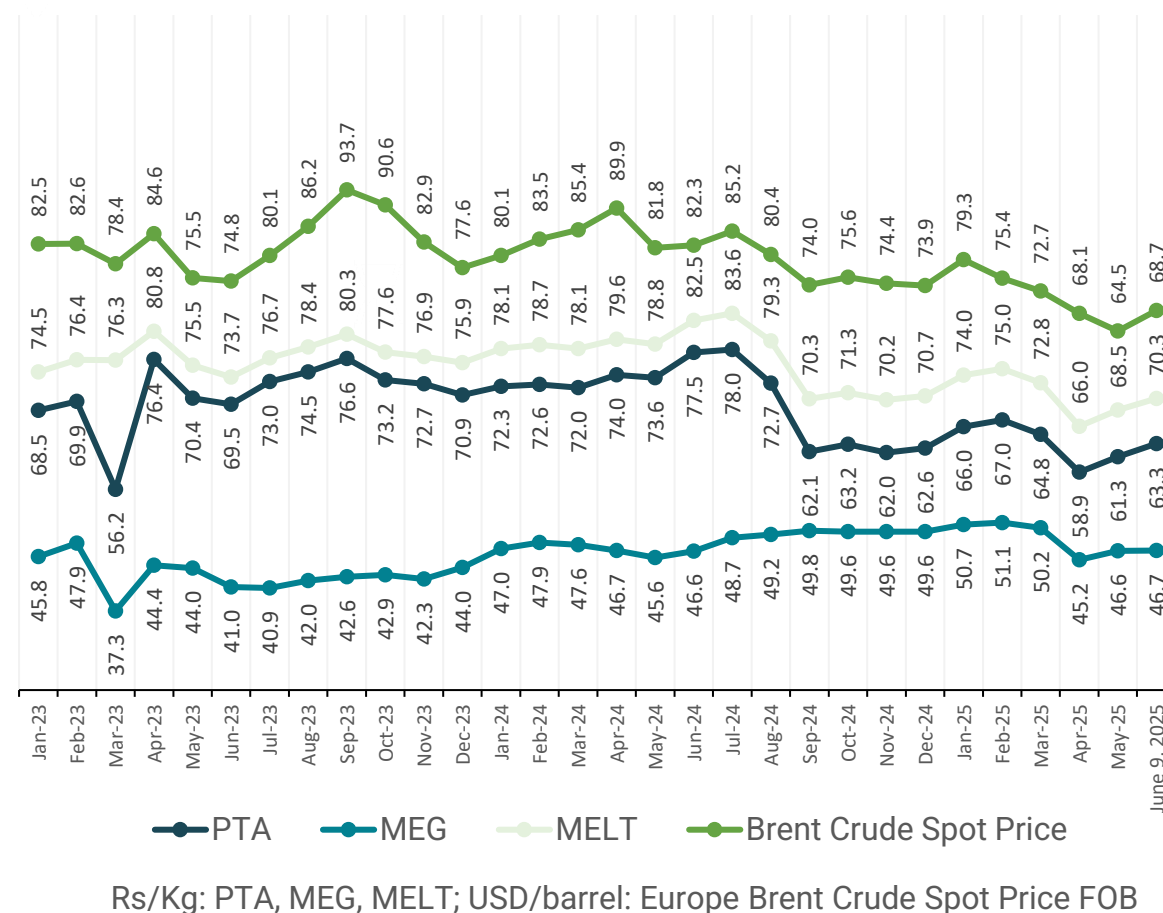


# Pricing Trends of Packaging Films and Related Commodities

## Both BOPET and BOPP prices in India on a rising trend



## Volatile Commodity Prices: Softened, Then Rising Again



\*The charts above exhibit the trend of average market prices and do not represent UFlex's actual sale or purchase prices.

BOPET & BOPP film price: Market intelligence; PTA and MEG prices represent the average of ICIS and PLATTS CFR rates; MELT prices are derived from PTA and MEG rates; Note: Handling charges, and local freight costs are not included in the CFR price and will be added separately on this price. **Brent crude oil:** EIA; monthly prices are calculated by the U.S. Energy Information Administration (EIA) by taking an unweighted average of the daily closing spot prices. \* PTA and MEG prices for June reflect the average CFR rates up to June 14, 2025.



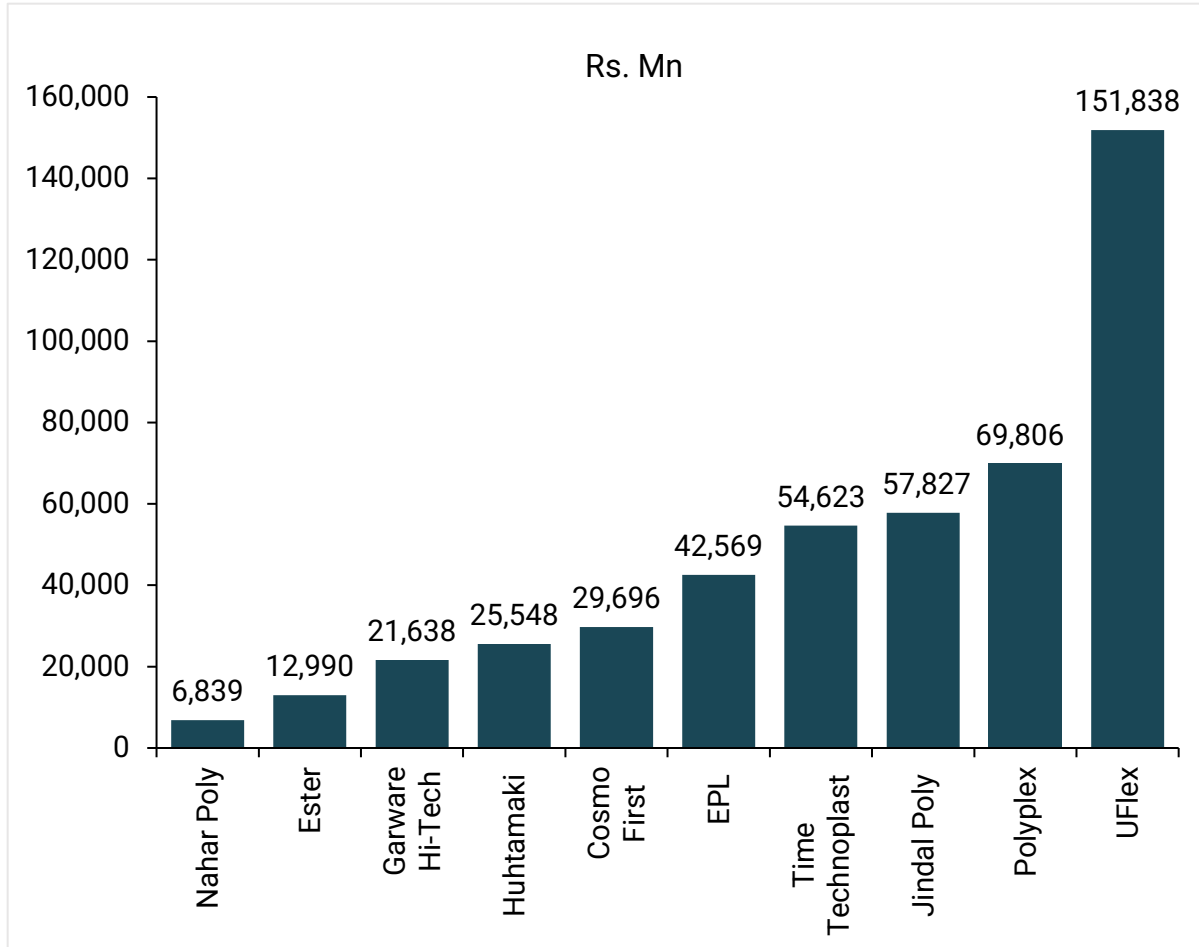
# Investment Proposition



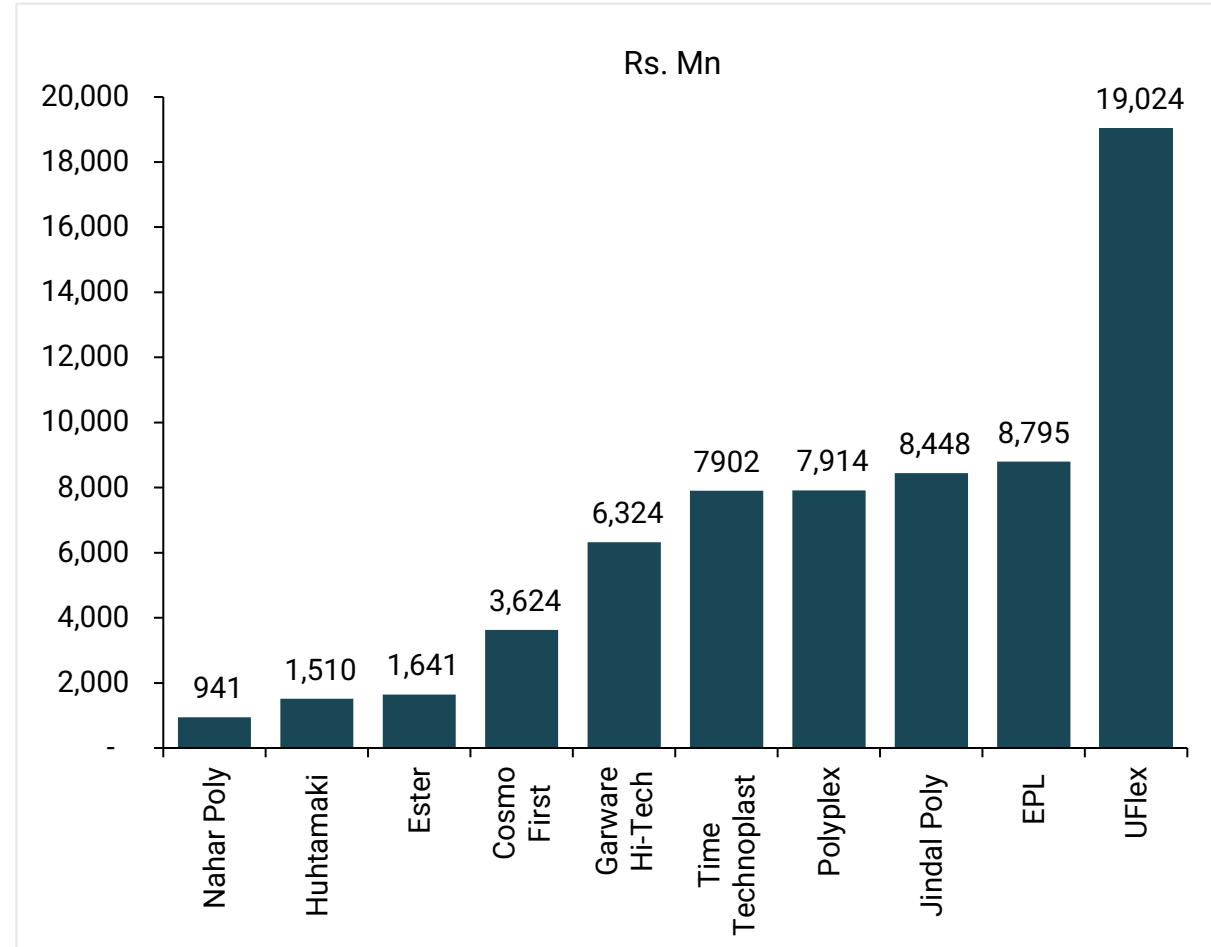


# India's Largest Flexible Packaging & Solutions Company

## FY25 Consolidated Revenues



## FY25 Consolidated EBITDA

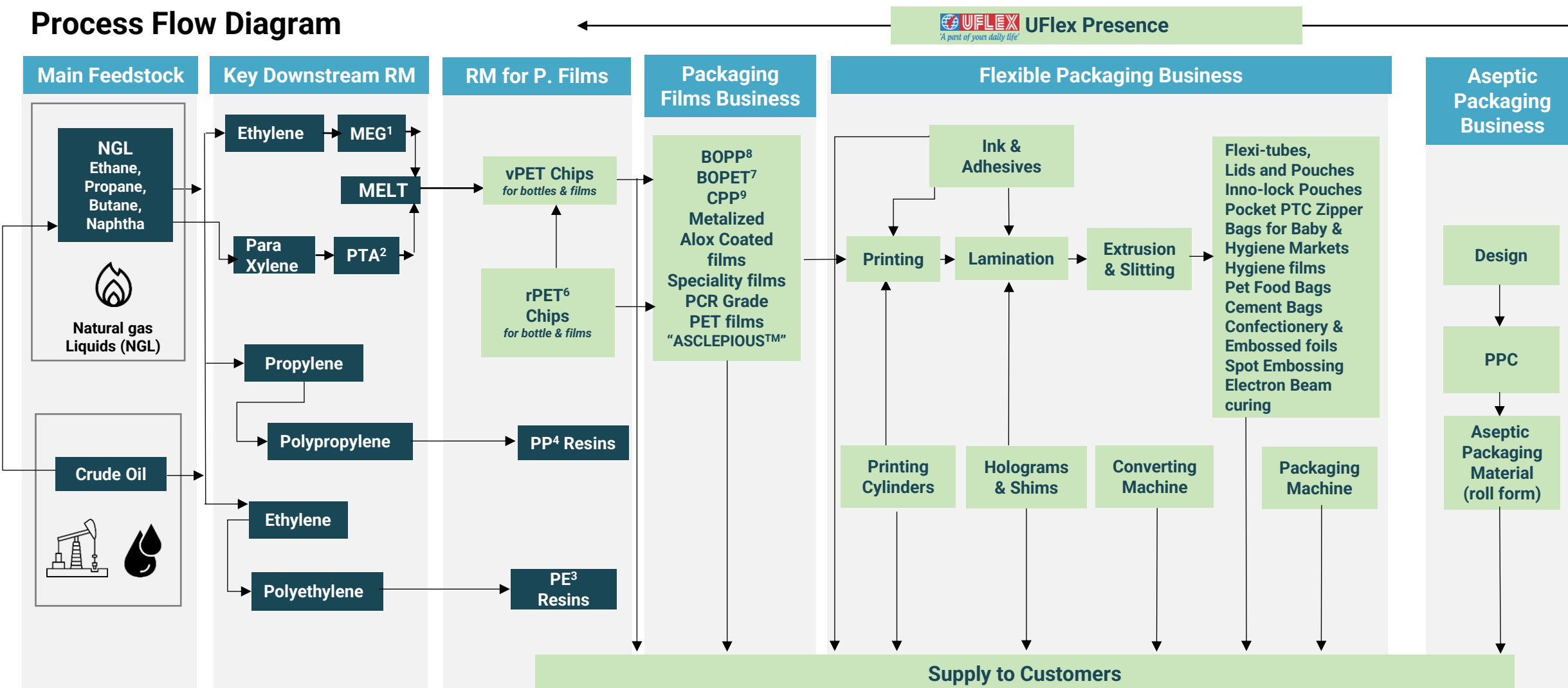


In FY25, UFlex normalized EBITDA was Rs. 19,024 million. This normalized EBITDA figure includes adjustments of Rs. 836 million related to foreign currency gain/loss and profit/loss in derivative instruments; Huhtamaki data is as per calendar year '24; \*FY25 figures for Jindal Poly are annualized based on 9MFY25 data



# Presence across all Verticals of Packaging Value Chain

## Process Flow Diagram

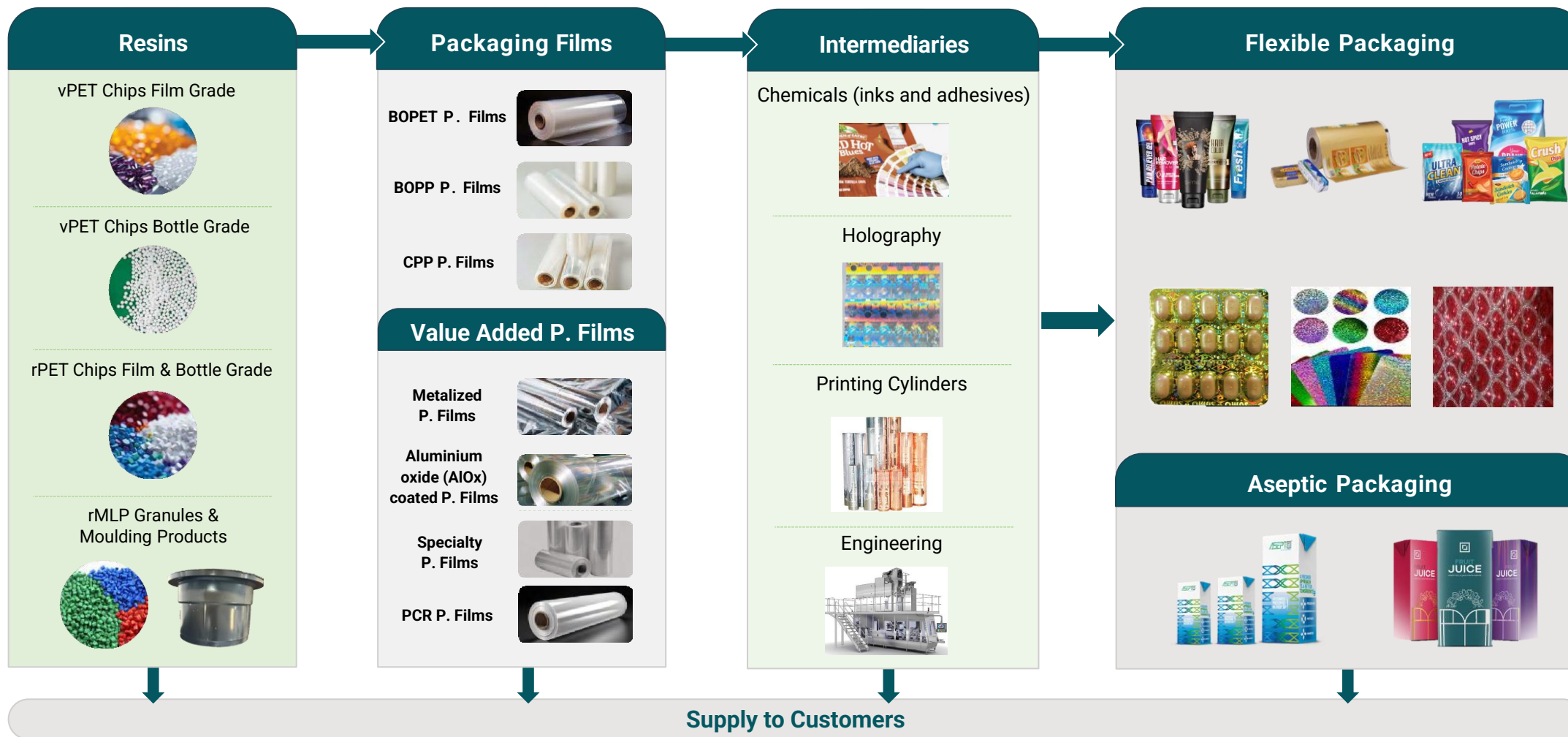


1. Mono ethylene glycol (MEG); 2. Purified terephthalic acid (PTA); 3. Polyethylene (PE); 4. Polypropylene (PP) 5. Virgin polyethylene terephthalate (vPET); 6. Recycled polyethylene terephthalate (rPET); 7. Biaxially oriented polyethylene terephthalate (BOPET); 8. Biaxially Oriented Polypropylene (BOPP); 9. cast polypropylene (CPP); Packaging Films (P. Films)



# Presence across all Verticals of Packaging Value Chain

Interconnected Strengths, Boundless Possibilities



1. Virgin polyethylene terephthalate (vPET); 2. Recycled polyethylene terephthalate (rPET); 3. Biaxially oriented polyethylene terephthalate (BOPET); 4. Biaxially Oriented Polypropylene (BOPP); 5. Cast polypropylene (CPP) 6. recycled multi-layered and multi-layered plastic packaging (rMLP); Packaging Films (P. Films)



## Resins

## Packaging Films

## Flexible Packaging

## Aseptic Liquid Packaging

## Chemicals (inks and adhesives)

## Engineering

## Printing Cylinders

## Holography

## Products

### vPET Chips Film Grade



### vPET Chips Bottle Grade



### rPET Chips Film & Bottle Grade



### rMLP Granules, Moulding



## PET Chips

70%  
PTA



30%  
MEG

### Major Grade

### Intrinsic Viscosity (dl/g)



Film

$0.625 \pm 0.01 - 0.640 \pm 0.02$



Mineral Water Bottle

$0.76 \pm 0.02$



Carbonated Beverage & Soft Drink (CSD)

$0.80 \pm 0.02 - 0.84 \pm 0.02$

## Usage

### BOPET P. Films



### PET Bottles



### 100% PCR P. Film, ASCLEPIUS™



### Household Equipment



### Caps/Closures



### Toys



### Containers



### Dustbins



### rPaper Bags



### rTubes



### rPaper Tubes



### Electrical, Thermal Insulation





# PET Chips Process Flow Diagram

Resins

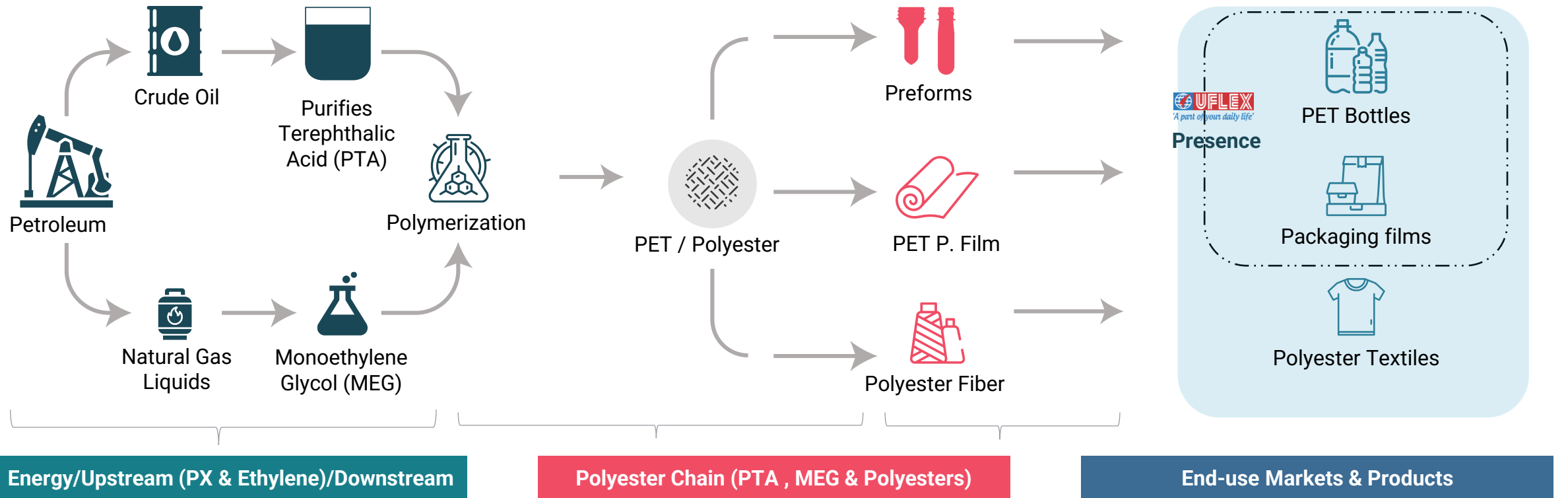
Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## PET Resin Process Flow Diagram





Resins

**Packaging Films**

Flexible Packaging

Aseptic Liquid Packaging

Chemicals (inks and adhesives)

Engineering

Printing Cylinders

Holography

**Products**

**BOPET<sup>1</sup> P. Films**



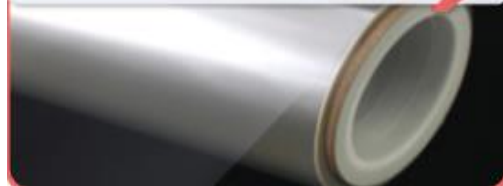
**Metallised P. Films**



**BOPP<sup>2</sup> P. Films**



**Aluminium Oxide (AlOx) Coated P. Films**



**CPP<sup>3</sup> P. Films**



**Speciality P. Films**



**Usage**

**Pouches**



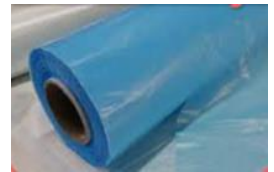
**Tubes**



**Printing / Lamination**



**Release Films**



**Pharmaceutical**



**Photo Albums**



**Overwraps (CDs, cigarettes, cartons)**



**Packaging / Conversion**



**Synthetic Papers**



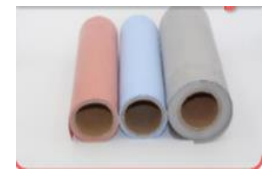
**Holography**



**Adhesive Tapes**



**Electrical, Thermal Insulation**





# Packaging Film Manufacturing Process Flow Diagram

Resins

**Packaging  
Films**Flexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Film Manufacturing Process Flow Diagram

BOPET P. Film Raw Material (vPET<sup>1</sup> chips & rPET<sup>2</sup> chips)

Hooper

Front-end Process

Filter

Fixed Quantity Pump

Casting

Die

Lateral  
StretchingForward  
StretchingHeat  
Treatment**BOPET Film  
Rolling****BOPET Film  
Unrolling**

Drying

UV  
Irradiation

Coating

Cutting

Drying /UV  
Irradiation

Rolling

Back-end Process



# Flexible Packaging Products and Usage

Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

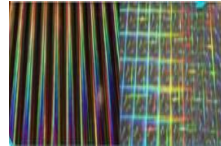
Holography

## Products

Flexible Laminates



Pre-formed Pouches

Flexo Printed  
Rolls & bagsElectron Beam and  
Cast 'n' Cure

Flexi Tubes



Hygiene films

Woven Polypropylene  
(WPP) BagsPharmaceutical  
PackagingFlexFresh Modified  
Atmosphere PackagingPremium Shower  
Proof BagSix-layer Cotton  
N95 MaskInjection Moulded  
Products

## Usage

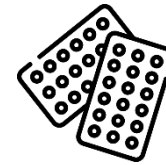
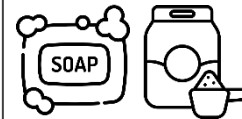
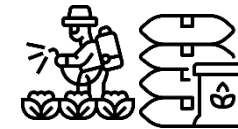
Food Products



Personal Products



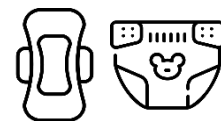
Contraceptives

Pharmaceutical  
ProductsSoaps &  
DetergentsAgrochemical  
Products

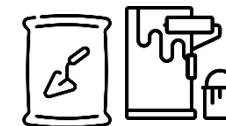
Oil &amp; Lubricants



Pet Food Products

Baby & Feminine  
Hygiene Products

Fresh Produce

Cement & Paint  
Products



Resins

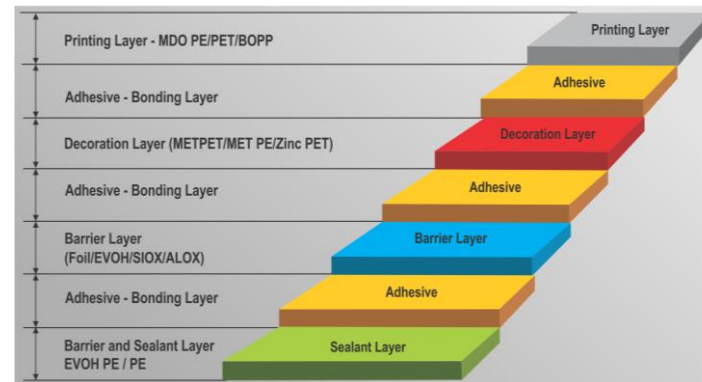
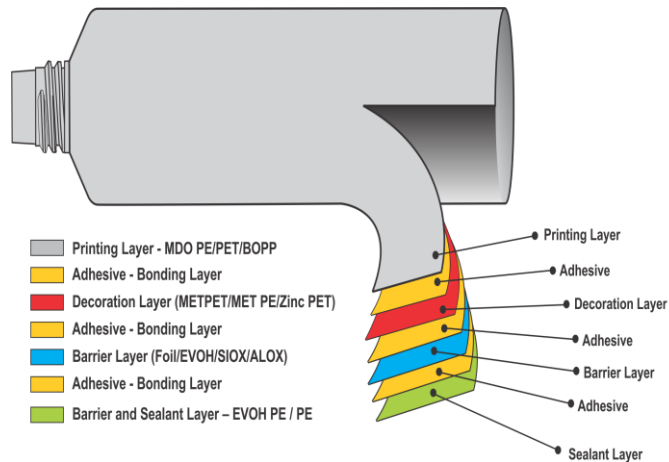
Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

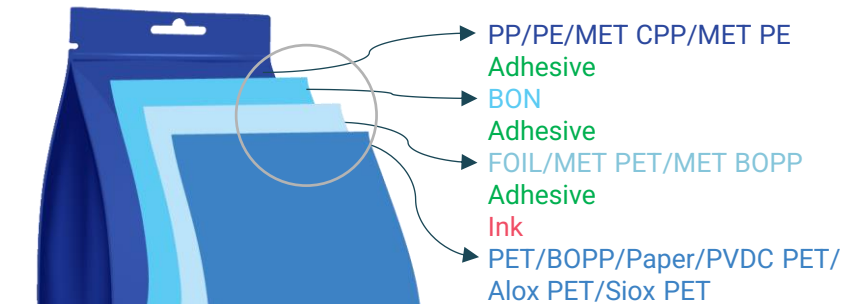
Printing  
Cylinders

Holography

## Tube Composition



## Pouch Composition



## Laminate Multilayer





# Asepto – Aseptic Liquid Packaging Products and Usage

Resins

Packaging  
FilmsFlexible  
Packaging**Aseptic  
Liquid  
Packaging**Chemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Products

### Asepto Packaging Material



### Brick Packs, Trio Packs and Pillow Packs

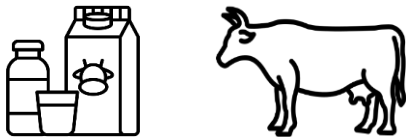


### Asepto Speed 25,000 - Automated and Sophisticated Filling Machine

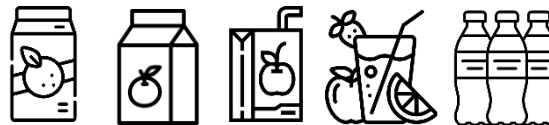


## Usage

### Dairy Industries



### Beverage Industries



### Distillery Industries





# Asepto – Aseptic Liquid Packaging is a Six Layered Product

Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Products



BASE



SLIM



ULTRA LEAN



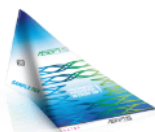
SQUARE



CURVE



TRIO



PILLOW



SPECTRA



CROWN



MID



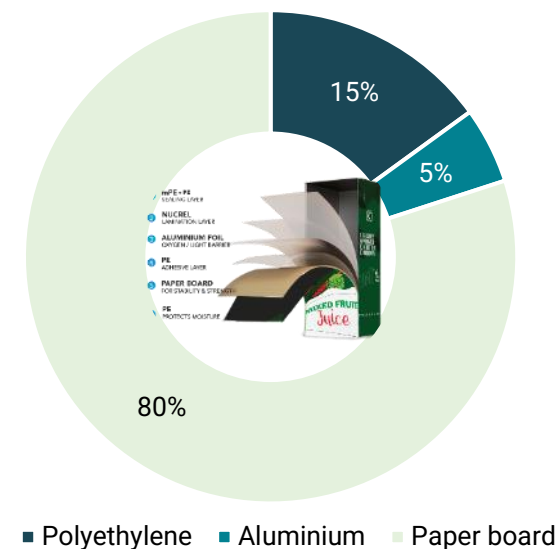
## Composition of 6 Layers of Asepto Carton

- 1 mPE + PE  
SEALING LAYER
- 2 NUCREL  
LAMINATION LAYER
- 3 ALUMINIUM FOIL  
OXYGEN / LIGHT BARRIER
- 4 PE  
ADHESIVE LAYER
- 5 PAPER BOARD  
FOR STABILITY & STRENGTH
- 6 PE  
PROTECTS MOISTURE



## How is an Aseptic Carton made

### 6 Layer Aseptic Carton



**Sanand to reach 12 bn Packs by H1FY26; Egypt's Greenfield Plant to add 12 bn, taking Asepto's Total Capacity to 24 bn by FY26.**



Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Products

### Ink Products



### Liquid Inks



### Laminating Adhesives



### Radiation Curable Ink Coatings



### PU Inks Binders



### Solvent-Based (SB) Flexible Packaging

### Solvent-Free (SF) Flexible Packaging

### Water-based (WB) Inks



### Solvent-Based (SB) Specialty Coatings



### Water-Based (WB) Flexible Packaging

### Water-Based (WB) Offset Industries

### Water-based (WB) Coatings



### Heat Seal



### Water-Based (WB) Coatings/ Varnishes Offset and Flexo

Chemicals  
(inks and  
adhesives)

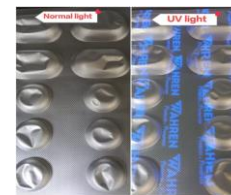
### Flexible Packaging



### Food Packaging



### Visible Security Coatings



### Rigid Packaging



### Offset Industries



### E-commerce Paper Bag



### Corrugation



### Labels Industries

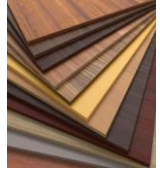


## Usage

### QSR



### Industrial



### Paper Bag Applications





# Water Base Adhesive & Coating Process Flow Diagram

Resins

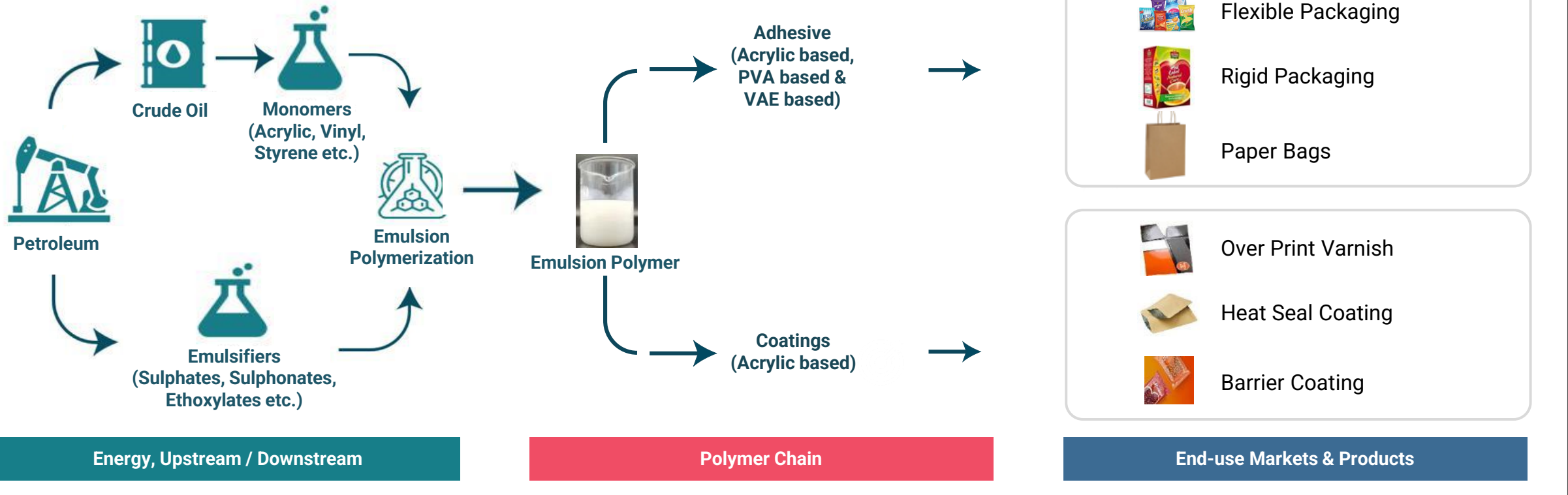
Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Process Flow Diagram – Water-based Adhesive & Coating





## 2.5c PU Adhesive Process Flow Diagram

Resins

Packaging  
Films

Flexible  
Packaging

Aseptic  
Liquid  
Packaging

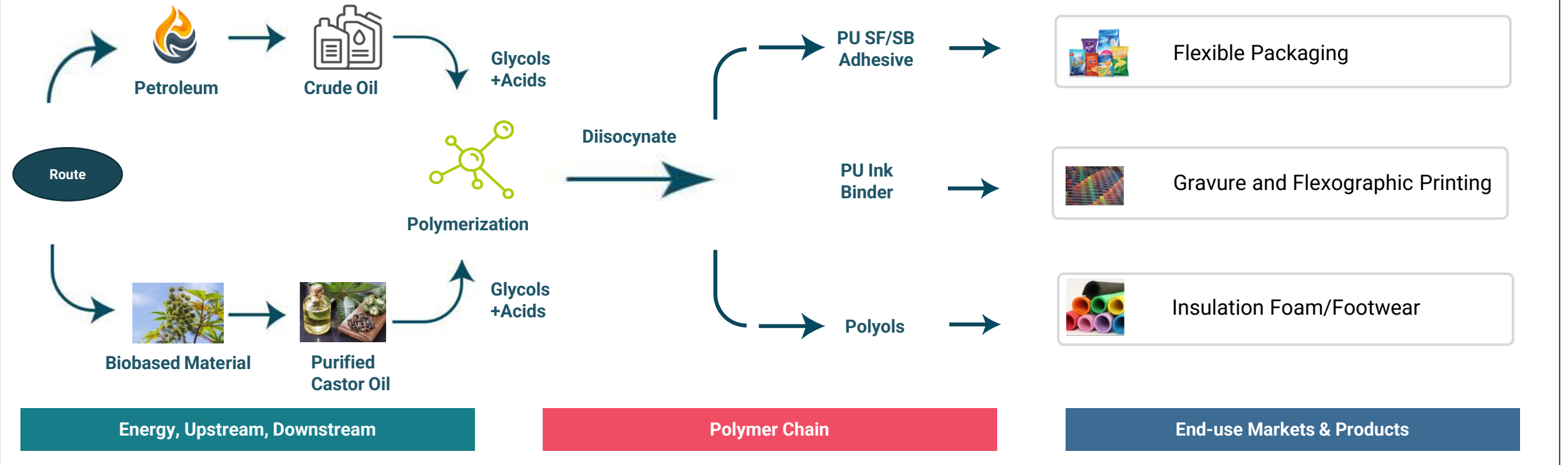
Chemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

### Process Flow Diagram – PU Adhesive





# Inks Process Flow Diagram

Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

Engineering

Printing  
Cylinders

Holography

## Process Flow Diagram – Inks

### Pigments

PIGMENT RED 57:1 / Pigment  
Blue 15 / Pigment Yellow  
13/Carbon Black



+

### Resins

Polyamide / Nitro cellulose /  
Vinyl / Polyurethan / EVA



+

### Solvents

Esters / Alcohols /  
Hydrocarbons



+

### Additives

Scuff / Slip / Antifoam etc.,



Bead Mill

### Flexo Printing Machine



Gravure Printing Machine



Raw Materials

Grinding

Printing &amp; Lamination

Final Laminates / Pouches



Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)**Engineering**Printing  
Cylinders

Holography

**Application****Packaging Machines****Converting Machines****Speciality Products****Asepto Machines****Products**

Form Fill &amp; Seal machines



Wrapping Machines



Special Purpose Machines

CI Flexo & Rotogravure  
Printing Machines

Lamination Machines



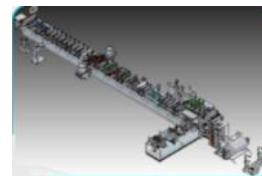
Slitting/Rewinding Machines

Inspection/Rewinding  
Machines

Doctoring Machines



Pouch Making Machines



Auger Filler



Volumetric Cup Filler



Weigh Filler



Flexpress 7800



Asepto Flexpress 10000



Asepto Flexpress 25000





Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

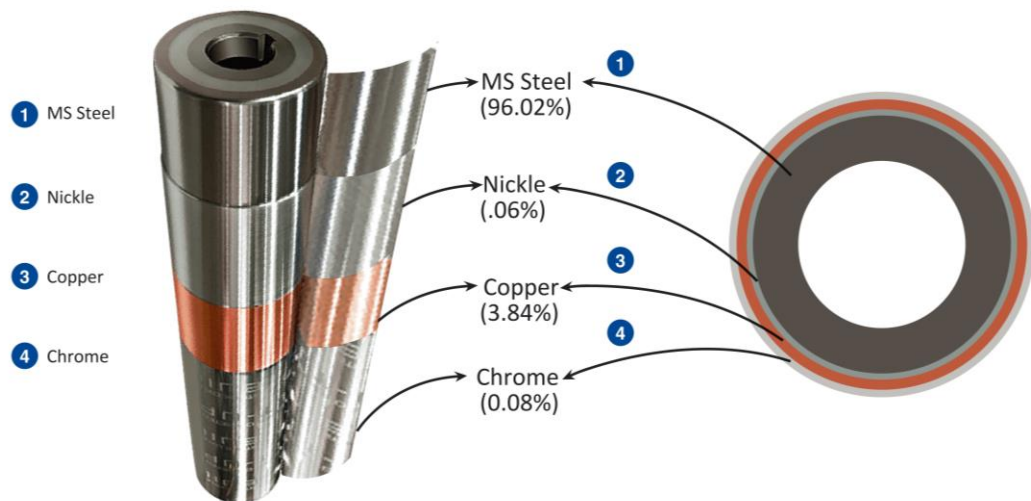
Engineering

Printing  
Cylinders

Holography

## Printing Cylinders Composition

### Rotogravure Printing Cylinder – Composition of Four Layers



## Products

Gravure Printing Cylinders



Flexo Plates



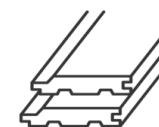
Flexo Elastomer Plates



## Usage

Printing Industries  
(Gravure and Flexo)

Wooden Laminates



Wallpaper Design

Gift Wrappers &  
Greeting Cards



# Holography Products and Usage

Resins

Packaging  
FilmsFlexible  
PackagingAseptic  
Liquid  
PackagingChemicals  
(inks and  
adhesives)

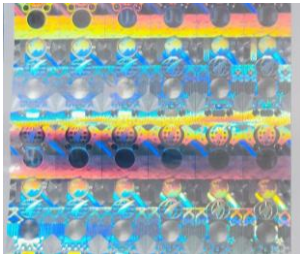
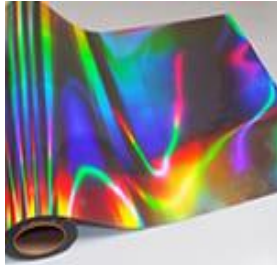
Engineering

Printing  
Cylinders

Holography

## Products

Hologram

Holographic films  
(Wide web films)Textile Value  
Addition Products

Hot Stamping Foil

Holographic  
Metallised Paper &  
Board Transfer

Labelling Solution



## Usage

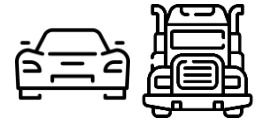
Pharmaceutical



Ecommerce



Automobiles



FMCG Business



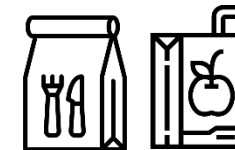
Cosmetics



Liquor Industries



Food &amp; Beverage



Textile

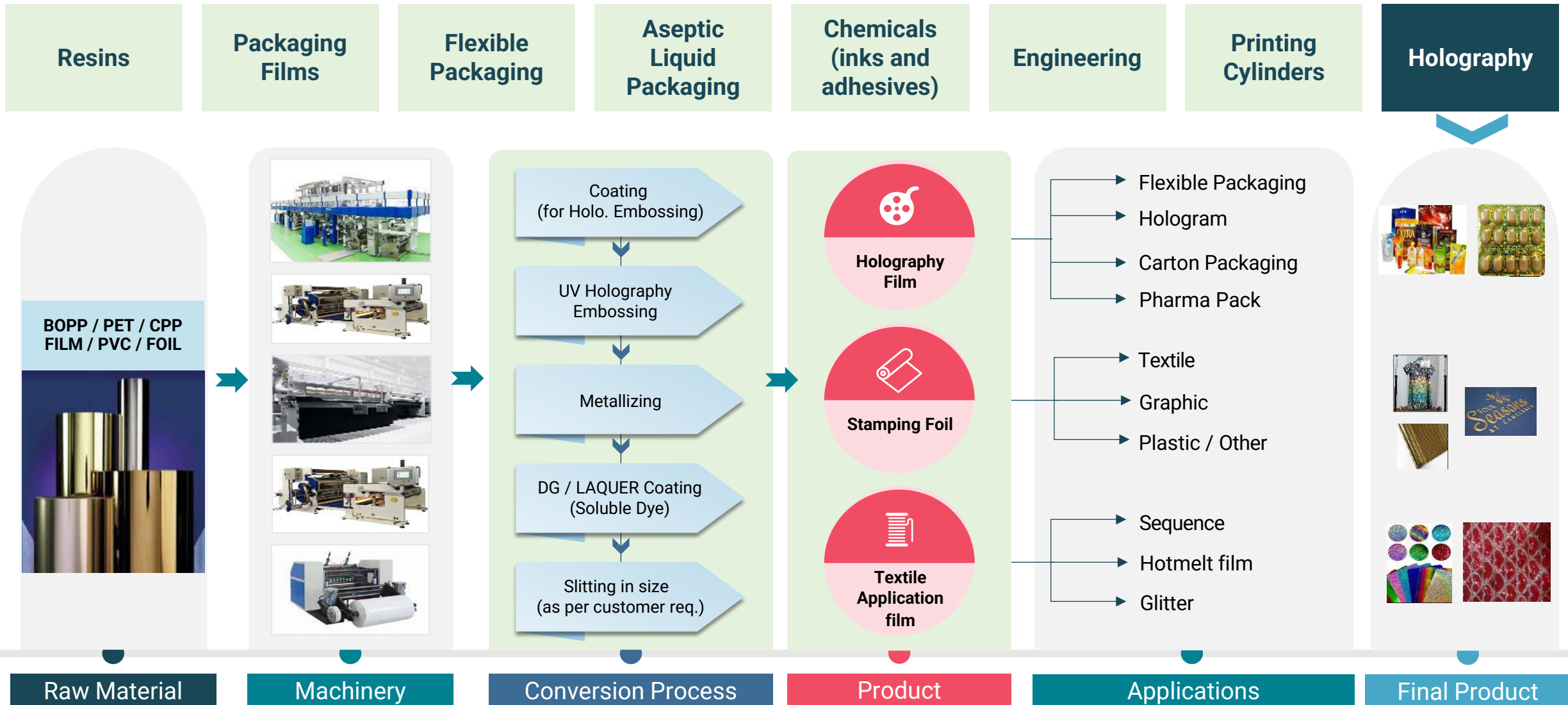


Electronics





# Holography Process Flow





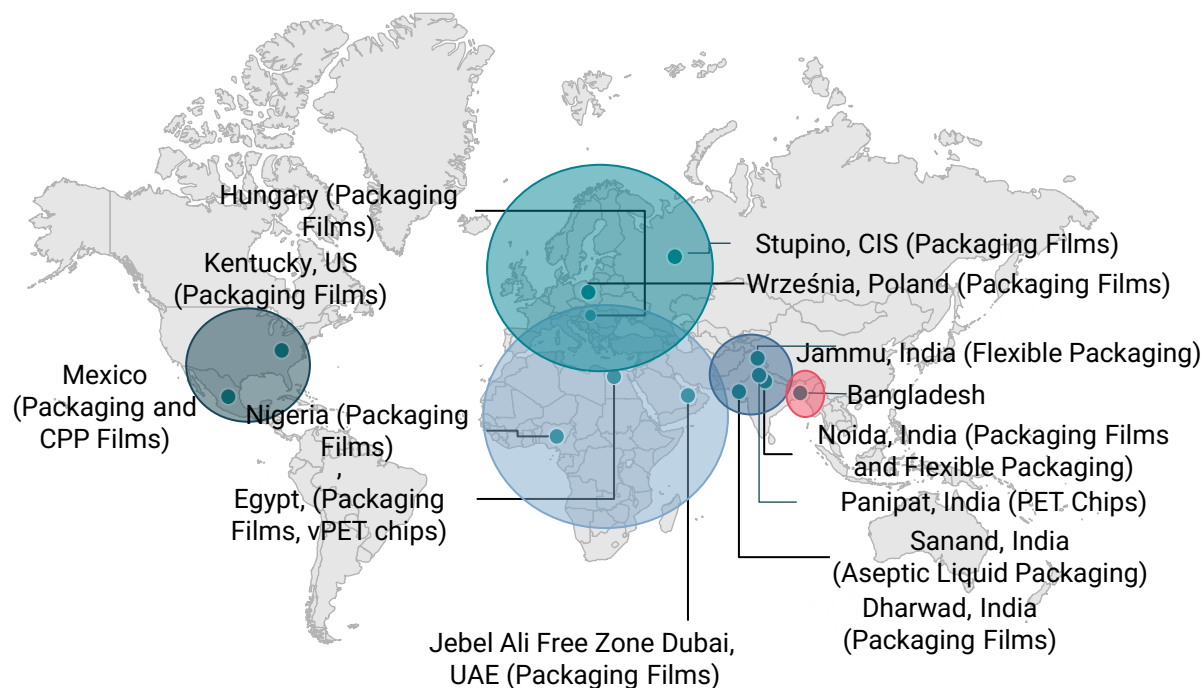
## 17 State-of-the-Art Manufacturing Facilities Strategically Located across 5 Continents and 9 Countries

Overall Global Capacity of 1.3 mn+ MTPA: Ready to deliver Anywhere in the World within 15 Days

Americas	
Plant	Capacity (MTPA)
US	30,000
Mexico	78,000

Europe	
Plant	Capacity (MTPA)
Poland	75,000
CIS	48,000
Hungary	42,000

Middle East & Africa	
Plant	Capacity (MTPA)
Dubai	40,000
Nigeria	45,000
Egypt p. film	1,14,000
Egypt vPET Chips	2,16,000



India	
Plant	Capacity (MTPA)
Packaging Films Business	
Noida & Dharwad	1,64,160
Flexible Packaging	
Noida & Jammu	1,00,000
Aseptic Liquid Packaging	
Sanand	60,000
Virgin PET Chips – Panipat	1,68,000
Holography	
Chemicals (Inks & Adhesives)	20,600
Noida and Jammu	69,730










● Business Centres ● Americas ● Europe ● Middle East & Africa ● India ● Bangladesh

**India:** Technological enhancement over the period in the Noida plant improved UFlex India's combined (Noida+ Dharwad) capacity to 164,160 MTPA from 155,000 MTPA; **CIS:** The plant capacity increased to 48,000 MTPA post commissioning of the new CPP line (18,000 MTPA) in Apr '24; **Hungary:** Technological enhancement over the period upgraded the plant capacity to 45,000 MTPA from 42,000 MTPA (commissioned 2020-21)



# Integrated Manufacturing Capacities Across Geographies

## Extensive Suite of Products in Every Region We Operate

Locations (Capacities Data as of Mar '25)	Resins & Moulding 4,58,317 MTPA			Base Packaging Films 6,36,160 MTPA			Value Added Packaging Films 2,52,800 MTPA		Value Added Products (VAP)					
	vPET Chips (MTPA)	rPET Chips (MTPA)	rMLP Granules (MTPA)	BOPET (MTPA)	BOPP (MTPA)	CPP (MTPA)	Metalized (MTPA)	Alox Coated (MTPA)	Chemicals (Inks & Adhesives) MTPA	Holography (MTPA)	Printing Cylinders (No.)	Flexible Packaging (MTPA)	Aseptic Liquid Packaging (mn)	Engineering
India 	1,68,000	10,020	21,397	1,09,800	31,200	23,160	58,500	-	69,730	20,600	1,08,000	1,00,000	7,000	500
Dubai 	-	-	-	22,000	-	18,000	12,600	-	-	-	-	-	-	-
Egypt 	2,16,000	18,000	-	30,000	77,000	7,000	72,000	2,200	-	-	-	-	-	-
Nigeria 	-	-	-	45,000	-	-	15,000	-	-	-	-	-	-	-
CIS 	-	-	-	30,000	-	18,000	13,200	-	-	-	-	-	-	-
Poland 	-	-	3,900	75,000	-	-	30,000	-	-	-	-	-	-	-
Hungary 	-	-	-	-	42,000	-	19,000	5,000	-	-	-	-	-	-
USA 	-	-	-	30,000	-	-	7,500	-	-	-	-	-	-	-
Mexico 	-	15,000	6,000	60,000	-	18,000	10,800	7,000	-	-	-	-	-	-
<b>Total</b>	3,84,000	43,020	31,297	4,01,800	1,50,200	84,160	2,38,600	14,200	69,730	20,600	1,08,000	1,00,000	7,000	500

1. Virgin polyethylene terephthalate chips (vPET) ; 2. Recycled polyethylene terephthalate (rPET); 3. Biaxially oriented polyethylene terephthalate(BOPET); 4. Biaxially Oriented Polypropylene (BOPP); 5. cast polypropylene (CPP); 7. Metric tonnes per annum (MTPA); Packaging Films(P. Films);



# Packaging Films Production Volume across Geographies

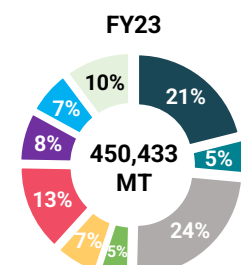
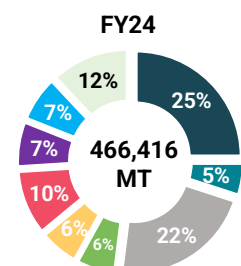
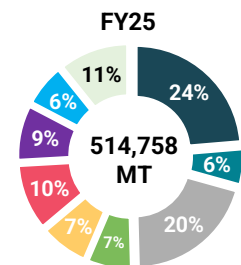
**Films Production Capacity (MTPA)  
as of March 31**

**Geographic Breakdown of Total  
Packaging film Production vol. (%)**

**Capacity, Production and Utilization**

■ India ■ Dubai ■ Egypt ■ Nigeria ■ CIS ■ Poland ■ Hungary ■ USA ■ Mexico

FY21	FY22	FY23	FY24	FY25
92,000	92,000	155,000	155,000	164,160
22,000	22,000	40,000	40,000	40,000
114,000	114,000	114,000	114,000	114,000
NA	45,000	45,000	45,000	45,000
30,000	30,000	30,000	30,000	48,000
75,000	75,000	75,000	75,000	75,000
NA	42,000	42,000	42,000	42,000
30,000	30,000	30,000	30,000	30,000
60,000	60,000	60,000	60,000	78,000
423,000	510,000	591,000	591,000	636,160



	FY25 Production (Utilization %)	FY24 Production (Utilization %)	FY23 Production (Utilization %)	FY22 Production (Utilization %)	FY21 Production (Utilization %)
India	121,842 (74.2%)	115,202 (74.3%)	94,994 (90%)	104,907 (114%)	95,962 (104.3%)
Dubai	29,038 (72.6%)	25,355 (63.4%)	24,141 (62.7%)	21,593 (98.2%)	25,326 (115.1%)
Egypt	104,368 (91.6%)	101,944 (89.4%)	107,772 (94.5%)	110,846 (97.2%)	77,285 (99.1%)
Nigeria	35,337 (78.5%)	26,444 (58.8%)	21,190 (47.1%)	25,760 (76.3%)	NA
CIS	38,201 (79.6%)	29,594 (98.6%)	29,917 (99.7%)	28,917 (96.4%)	23,079 (102.6%)
Poland	52,637 (70.2%)	48,750 (65%)	61,039 (81.4%)	73,642 (98.2%)	52,868 (100.7%)
Hungary	44,105 (105%)	34,811 (82.9%)	34,659 (82.5%)	39,642 (94.4%)	NA
USA	33,743 (112.5%)	30,581 (101.9%)	30,655 (102.2%)	31,688 (105.6%)	31,653 (105.5%)
Mexico	55,487 (90.2%)	53,735 (89.6%)	46,066 (76.8%)	60,084 (100.1%)	59,259 (98.8%)
<b>Total</b>	<b>514,758 (83.1%)</b>	<b>466,416 (78.9%)</b>	<b>450,433 (83.4%)</b>	<b>497,079 (99.7%)</b>	<b>365,432 (102.4%)</b>

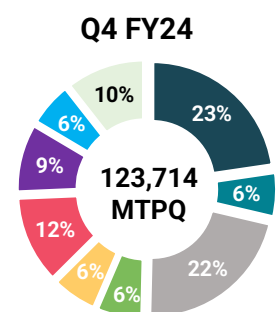
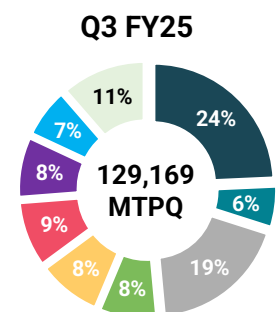
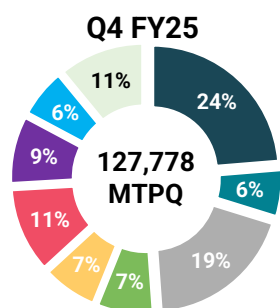
To calculate capacity utilization, We use the proportion of the annual capacity that is operational during the fiscal year, which is computed by dividing the yearly capacity by 12 and factoring in the months of operation after commissioning.

**Poland:** In Q3 FY21(OND20), 45,000 MTPA second BOPET line was commissioned, so 6 months of its capacity(45k/12\*6) and 30,000 MTPA from the first line were used in the FY21 utilization calc.; **Hungary:** 42,000 MTPA BOPP line was commissioned in Q1 FY22, starting April 1, 2021.; **Dubai:** Production on the 30,000 MTPA second BOPET line ceased in early June 2019, only 5,000 MT considered in FY20, alongside 22,000 MT from the first line for utilization. Production of the 18,000 MTPA CPP line started in May 2022, so 16,500 MT (11 months) of capacity was included in FY 23 utilization.; **CIS:** 30,000 MTPA BOPET line in CIS was commissioned in Q2 FY21 (JAS20). So 22,500 MT (9 month) of capacity used in FY21 for utilization; **Dharwad, India:** 18,000 MTPA CPP line was commissioned in Q2 FY23 (JAS22, 9 mon. of capacity for utilization in FY23), & 45,000 MTPA BOPET line was commissioned on March 31, 2023. **Nigeria:** 45,000 MTPA film line was commissioned in Q2 FY22 (JAS21), So, 33,750(MT (9 months) of capacity for utilization in FY22.; **Egypt:** 42,000 MT BOPP line commissioned in Q4 FY21(JFM 21).;



# Packaging Films Production Volume across Geographies

## Geographic % contribution to total packaging film production vol.



## Capacity, Production and Utilization

■ India ■ Dubai ■ Egypt ■ Nigeria ■ CIS ■ Poland ■ Hungary ■ USA ■ Mexico

	Capacity (MTPQ)	Q4 FY25 Production (Utilization %)	Q3 FY25 Production (Utilization %)	Q4 FY24 Production (Utilization %)
41,040	India	30,279 (73.8%)	31,370 (76.4%)	28,053 (68.4%)
10,000	Dubai	7,782 (77.8%)	7,275 (72.8%)	7,408 (74.1%)
28,500	Egypt	24,379 (85.5%)	24,037 (84.3%)	26,846 (94.2%)
11,250	Nigeria	9,277 (82.5%)	10,089 (89.7%)	7,558 (67.2%)
12,000	CIS	8,995 (75%)	11,057 (92.1%)	7,515 (100.2%)
18,750	Poland	13,948 (74.4%)	11,451 (61.1%)	14,575 (77.7%)
10,500	Hungary	11,123 (105.9%)	10,568 (100.7%)	11,363 (108.2%)
7,500	USA	8,005 (106.7%)	8,610 (114.8%)	7,311 (97.5%)
15,000	Mexico	13,990 (84.8%)	14,712 (98.1%)	13,085 (87.2%)
154,540	Total	127,778 (81.9%)	129,169 (83.6%)	123,714 (82.5%)

## Production volume change

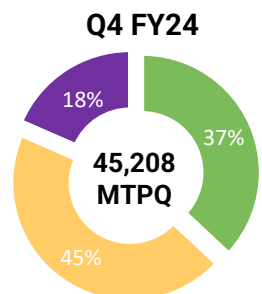
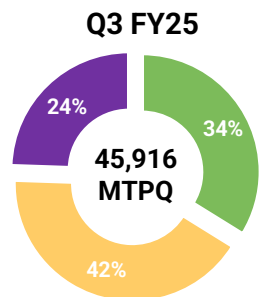
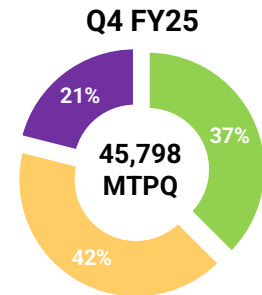
	QoQ	YoY
India	-3.5% ▼	7.9% ▲
Dubai	7.0% ▲	5.0% ▲
Egypt	1.4% ▲	-9.2% ▼
Nigeria	-8.0% ▼	22.7% ▲
CIS	-18.7% ▼	19.7% ▲
Poland	21.8% ▲	-4.3% ▼
Hungary	5.2% ▲	-2.1% ▼
USA	-7.0% ▼	9.5% ▲
Mexico	-4.9% ▼	6.9% ▲
Total	-1.1% ▼	3.3% ▲

\*Capacity and production data are measured in metric tons per quarter (MTPQ), while utilization is expressed as a % ; The capacity of the Noida plant in India has been upgraded with technological enhancements. The overall new packaging film capacity of the India plants is now 164,160 MTPA, up from the capacity of 155,000 MTPA ; As of March 2024, the capacity of the CIS plant was 30,000 MTPA. Following the commissioning of the new 18,000 MTPA CPP line, the plant's new capacity is 48,000 MTPA; The Hungary plant commissioned in 2021 at 42,000 MTPA; over the period capacity upgraded to 45,000 MTPA with technological enhancements



# Packaging and Chemicals Production Volume

## % Breakdown of production vol. by packaging products & chemicals



## Capacity, Production and Utilization

■ Liquid packaging ■ Flexible packaging ■ Chemicals (Inks & Adhesives)

Capacity (MTPQ)		Q4 FY25 Production (Utilization%)	Q3 FY25 Production (Utilization%)	Q4 FY24 Production (Utilization%)
15,000	Liquid packaging	17,162 (114.4%)	15,533 (103.6%)	16,714 (111.4%)
25,000	Flexible packaging	18,994 (76%)	19,150 (76.6%)	20,151 (80.6%)
16,083	Chemicals (Inks & Adhesives)	9,642 (60%)	11,233 (69.8%)	8,343 (51.9%)


## Production volume change

QoQ	YoY
10.5% ▲	2.7% ▲
-0.8% ▼	-5.7% ▼
-14.2% ▼	15.6% ▲

\*Capacity and production data are measured in metric tons per quarter (MTPQ), while utilization is expressed as a %



## Centralized Procurement in Major Production Facilities

- 
- **01** UFlex follows Year-long Volume Contract with the RM Suppliers while Prefers Spot-price for Supplying Finished Goods. This Results in Lowest Manufacturing Costs, Operational Flexibility and Assurance of RM Availability.
  - **02** The Inventory Holding Period is Optimal (~100 Days in FY25).
  - **03** The Global Presence of UFlex enables it to Centrally Procure Raw Materials with Benefits of Economies-of-scale.

Packaging films*	
<b>Bright</b>	Garden Silk Mills Limited (3+years) IIVL Dhunseri Petrochem (4+years) Captive (1+years)
<b>Silica</b>	Lodestar Trading (3+years) Garden Silk Mills Limited (3+years)
<b>Homo-polymer/ Co-polymer</b>	HPCL-Mittal Energy Ltd (3+years) BASELL International (3+years) Exxonmobil Chemical Asia (3+years)
<b>Aluminums Wire/ Additives</b>	PHIFER INC (3+years) Ampacet (Thailand) Co. Ltd (3+years)

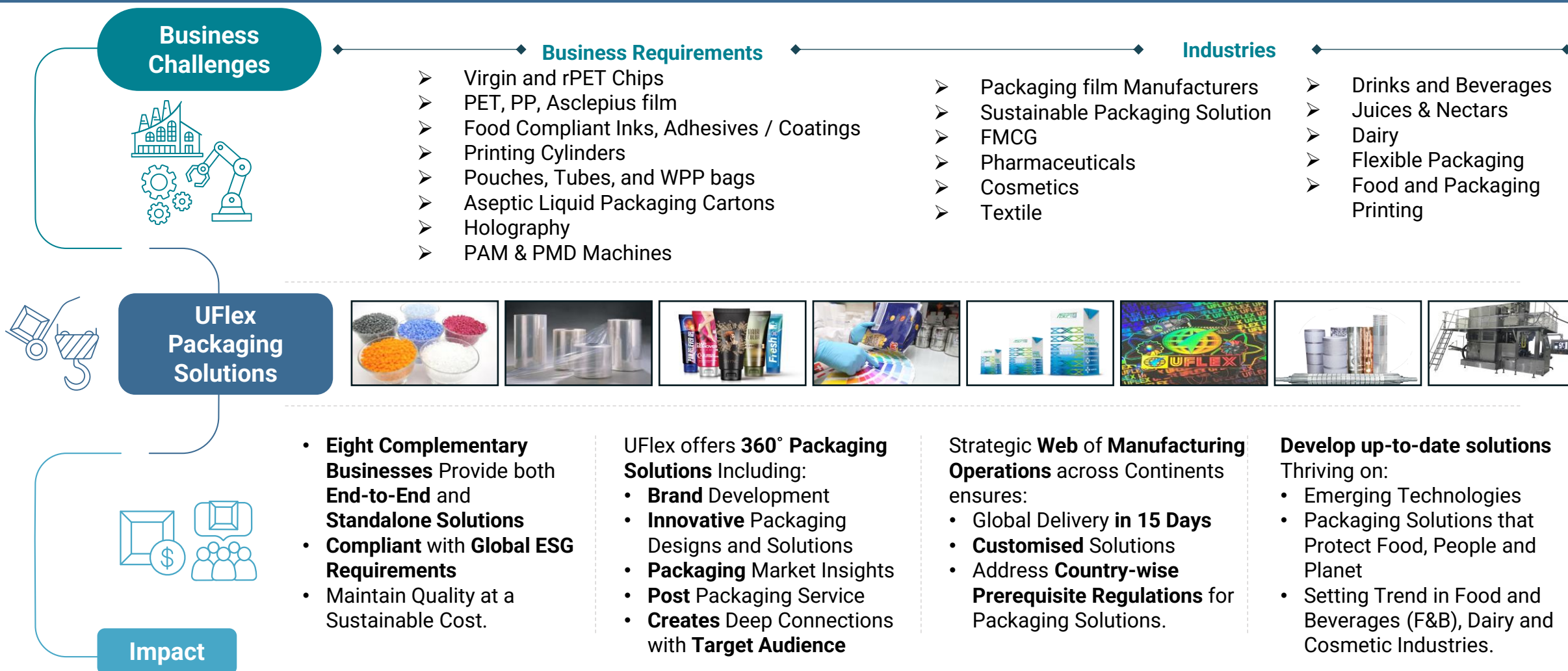
Flexible Packaging*	
<b>Films</b>	Captive, Max Speciality Films Limited (9+years)
<b>Paper</b>	Pudumjee Paper Products Ltd (4+years) Stora Enso Skoghall (4+years) UPM Pulp Sales (7+ years) Bilt (8+ years)
<b>Chemicals &amp; Adhesive</b>	Captive, Henkel (10+years) Miwon Specialty Chemical (4+years) DOW Chemical (4+ years)
<b>Aluminum Wire</b>	Shanghai Shenhua Aluminium Foil (5+ years)

Aseptic Packaging*	
<b>Paper</b>	Stora Enso (4 Years) Billerudkorsnas Sweden (4 Years)
<b>Alum. Foil</b>	Dingsheng (4 Years) Dong-il Aluminium (4 Years)
<b>Inks</b>	DIC India Limited (4 Years)
<b>Adhesive</b>	DOW Chemical (3 years)
<b>Metallised Films</b>	Captive

\*Note: Number of years refers to length of relationships



Aim to Create an Environment-friendly Sustainable Brand with Dedicated Efforts on Recycling, Re-use and Reducing Waste





# 5.0 Enduring Customer Relationship

## Length of Customer Relationships

Nestle	Kolak Snacks	Truda Foods	P&G	Pepsi Co	Mondelez	Bemis	Amcor	Huhtamaki	UPM Raflatac*	American Pkg	Dupont Teijin films
8+	8+	8+	5+	7+	10+	8+	9+	6+	9+	8+	9+

## Our clients

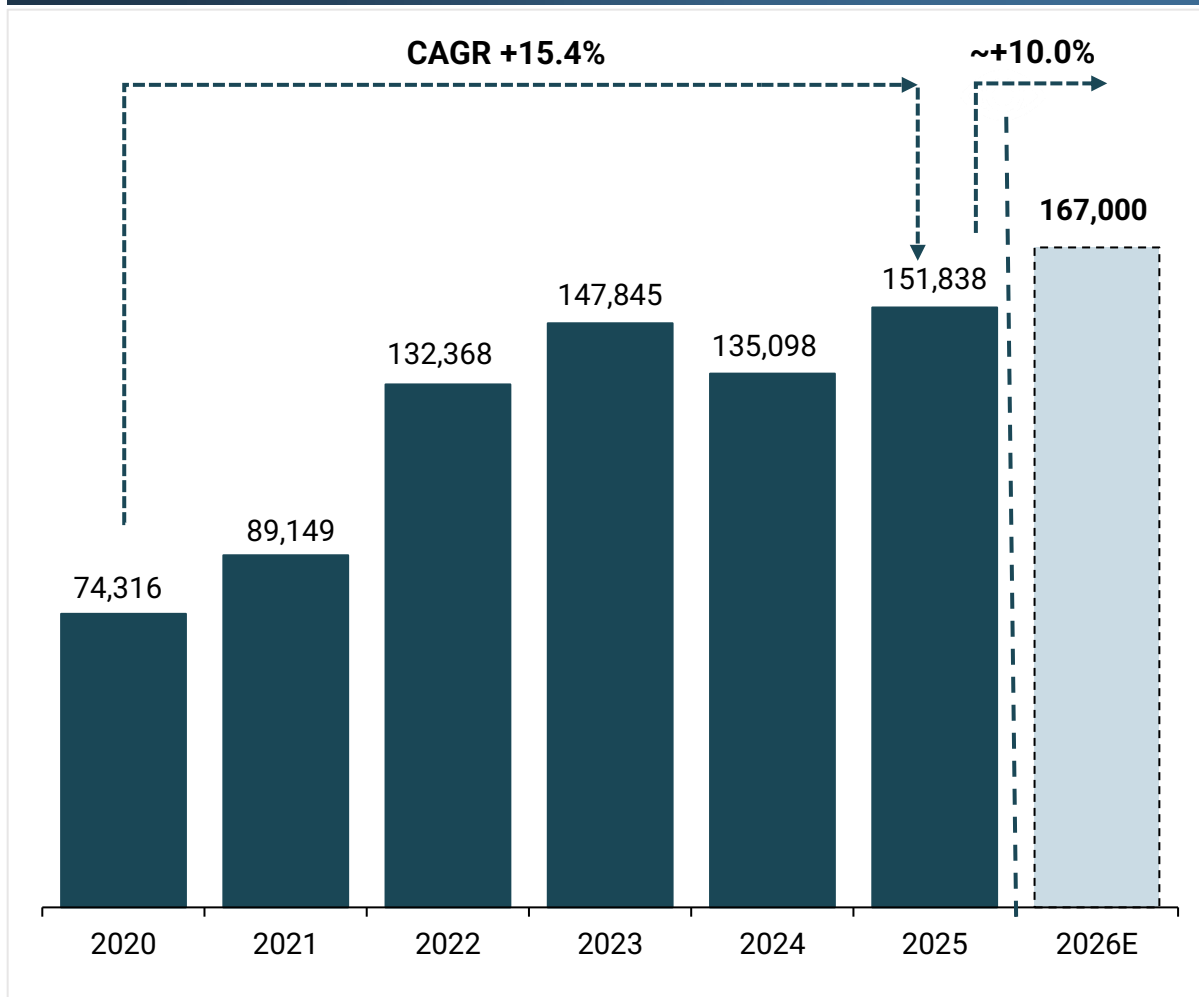


\*Note: UPM is pioneer customer of 100% PCR Asclepius Films; All logos displayed are the property of their respective organizations and are used solely for representational purposes

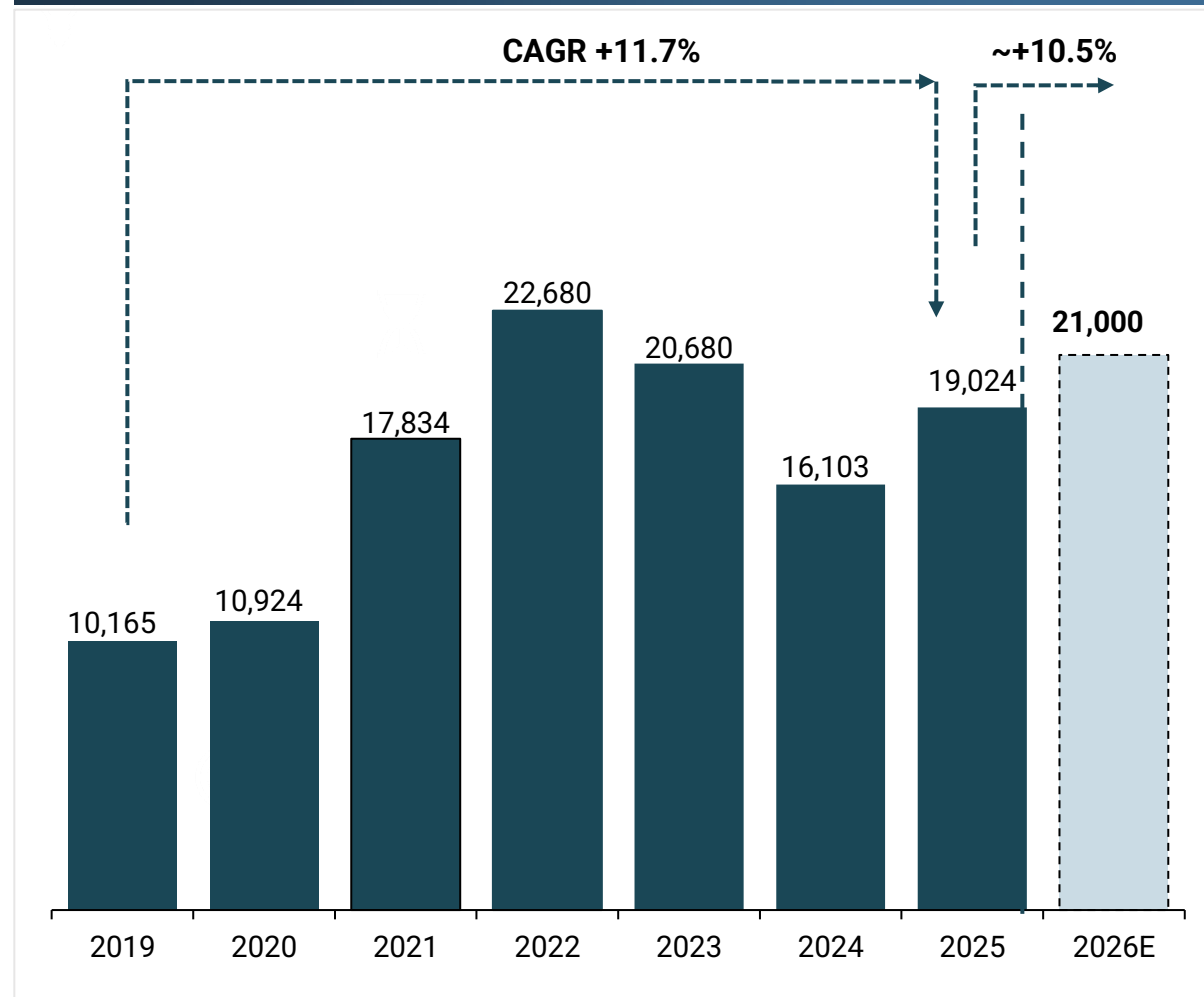


# Proven Track Record in Financial Performance

## UFlex Consolidated Revenues (Rs. Mn)



## UFlex Consolidated Normalized EBITDA (Rs. Mn)





# 07

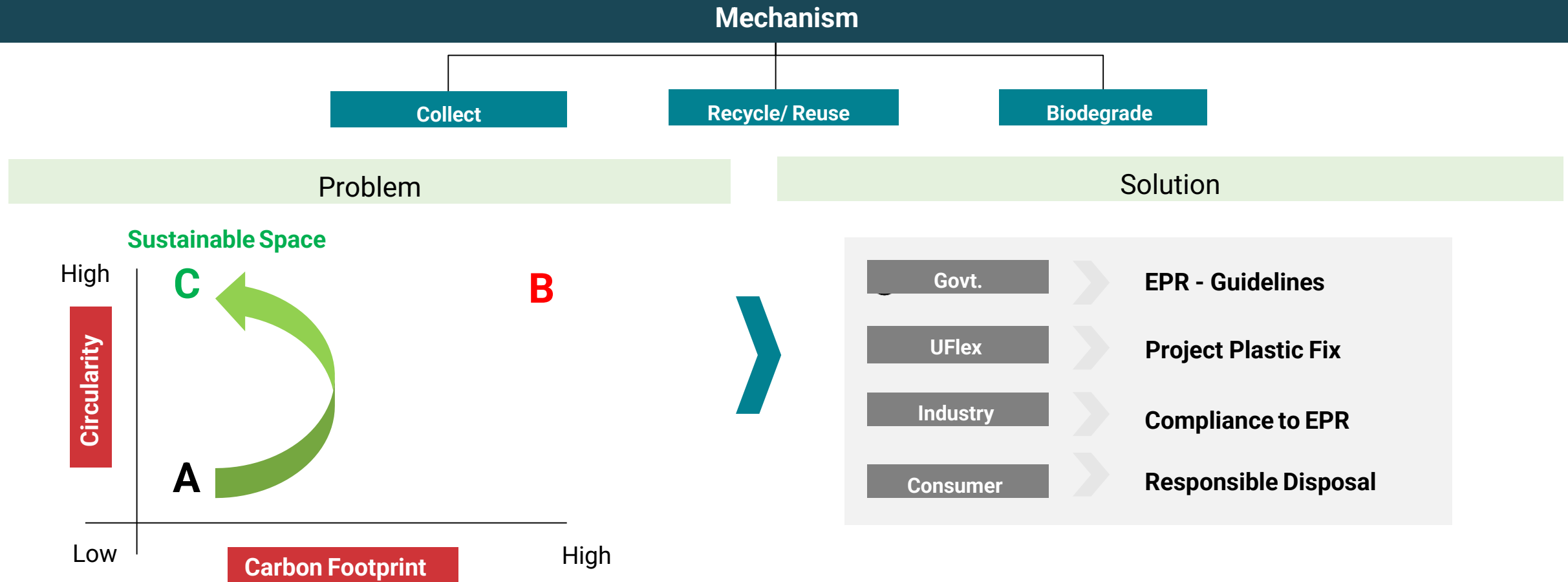
## Project Plastic Fix: Paving the Way to a Circular, Greener and Sustainable Future

At UFlex, Circular Economy Innovations such as Packaging film: “ASCLEPIUS™”, Made of 100% rPET Chips and Injection Molding Items made from rMLP Granules, are Paving the Way for a More Sustainable and Greener Tomorrow.

- Vision of Circularity
- ‘Project Plastic Fix’ Continues to Turn Waste into Wealth
- Innovations for Sustainable Re-Use
- ESG



## Extended Producer Responsibility (EPR) for Packaging



**A:** Flexible/Plastic Packaging

**B:** Alternate to Flexible Plastics Packaging-Aluminum/Tin/Paper/Glass

**C:** Future of Flexible/Plastic packaging



## Under Plastic Waste Management (Amendment) Rules, 2022, the Classification of Plastics is Defined Below:

- **Category I:** Rigid Plastic Packaging.
- **Category II:** Flexible Plastic Packaging of a Single Layer/Multilayer (more than one layer with different types of plastic), Plastic Sheets and Covers made of Plastic Sheet, Carry Bags, Plastic Sachet or Pouches.
- **Category III:** Multi-layered Plastic Packaging (at least one layer of plastic and at least one layer of material other than plastic).
- **Category IV:** Plastic Sheets used for Packaging and Carry Bags Made of Composite Plastics.

## Year-wise Target for Minimum Level of Recycling of Plastic Waste across Different Categories

- PIBOs Obligation for Recycling – Min. Level of Recycling of Plastic Packaging Waste (% of EPR target)
- PIBOs Obligation for Use of Recycled Plastic Content – Mandatory Use of Recycled Plastic (% of plastic purchased)

Plastic Packaging Category	Target for	2024-25	2025-26	2026-27	2027-28	2028-29 onwards
<b>Category I:</b> Rigid Plastic	Recycling	50	60	70	80	80
	Incorporation of Recycled Content	-	30	40	50	60
<b>Category II:</b> Flexible Plastic Packaging Single/Multilayer	Recycling	30	40	50	60	60
	Incorporation of Recycled Content	-	10	10	20	20
<b>Category III:</b> Multi-material Flexibles Plastic Packaging	Recycling	30	40	50	60	60
	Incorporation of Recycled Content	-	5	5	10	10
<b>Category IV:</b> Plastic Sheets	Recycling	50	60	70	80	80

## Guidelines on Extended Producer Responsibility (EPR) for Plastic Packaging

Provision	Violator	Violation	Environmental Compensation
Environmental Compensation (EC) shall be Levied Based on Polluter pays Principle, w.r.t. the Nonfulfillment of EPR Targets by PIBOs.	PIBOs.	Shortfall in EPR Target are as Follows: <b>1. Recycling</b> <b>2. End of life Recycling</b> <b>3. Mandated Use of Recycled Plastics</b>	EC to be Levied at INR 5,000/Ton, at INR 10,000/Ton for 2 <sup>nd</sup> Time and INR 20,000/Ton for 3 <sup>rd</sup> Time. EC can be Carried Forward up to 3 Years as per EPR Guidelines.





**478 mn (6,638 MT)** PET Bottles Recycled in FY24

**807 mn (11,203 MT)** PET Bottles Recycled in FY25



**6,964 MT** of MLP waste recycled in FY24 and **8,220 MT** in FY25



**741,936 units** in FY24 and **643,868 units** in FY25 of Core Plug & Adapter manufactured from MLP waste



**100+** Product Variants, **6** Facilities



Operational Since **1995**



## Marching Towards a Greener and Sustainable Tomorrow

PCR PET Bottle & MLP  
Recycling

rPET Flakes

PCR (rPET) Chips

ASCLEPIUS™ 100%  
rPET Content film

rMLP Granules

rMoulding Products



## UFlex's Four-fold Approach to Sustainable and Eco-friendly Packaging is a Key Unique Selling Proposition

- ✓ UFlex Group has been a Trendsetter when it comes to Sustainable Innovation and Commitment towards the 'Circular Economy'.
- ✓ UFlex converts Plastic Waste into Fuel, Biomass and Green films through a Superior Technology Developed In-house.
- ✓ UFlex recycles Waste into Granules which can be Re-used to Produce 1,000+ Products.
- ✓ Sustainable Packaging is an Opportunity for UFlex as it is Best Positioned among the Global Peers to Adapt to the Environmental Changes.



### Waste2energy

At our Noida Plant, UFlex converts 6 Tons of Discarded Waste Material (rPE) into Liquid Fuel, Hydrocarbon Gas and Carbon Black.

1



### Recycling

MLP Waste Recycled into Granules. Moulding Industry Re-uses it to Make Industrial/ Household Products with Sustainable Commercial Value.

2

### Biomass

UFlex develops Special Master Batch Additives that Converts Plastic Waste into 100% Bio-degradable Biomass by 12 months.

4

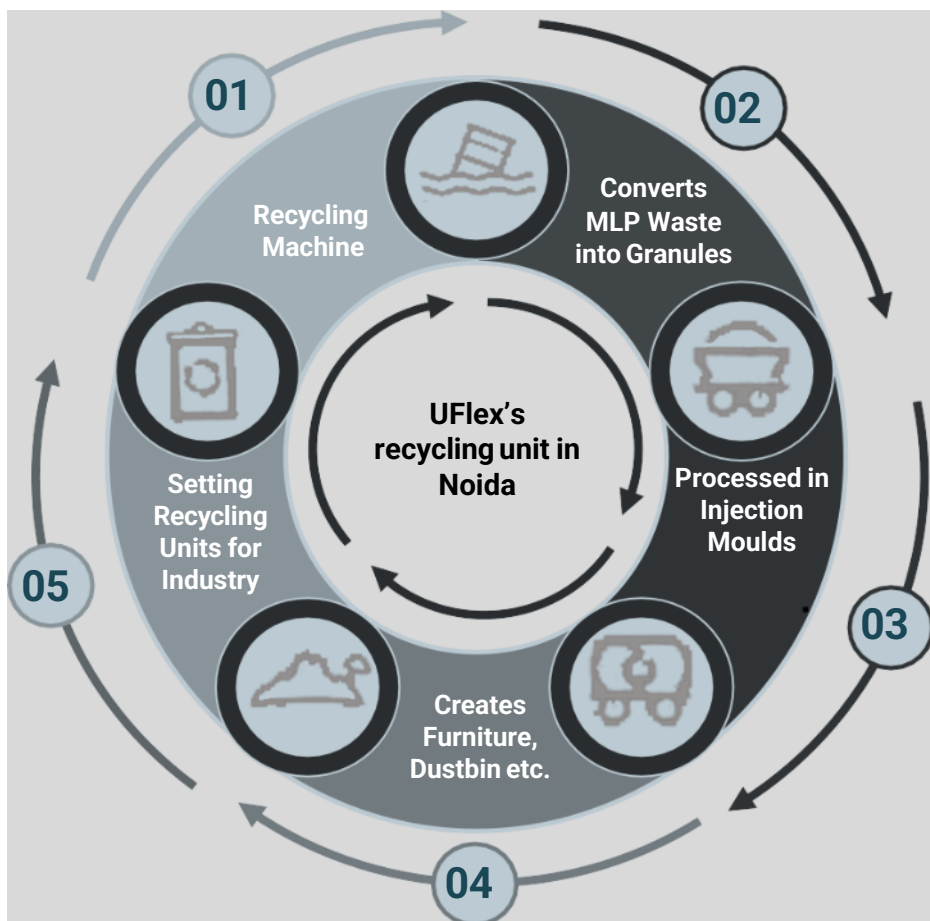
### Green Film Asclepius

It is a 90% PCR Content rBOPET film. It reduces 75% Carbon Footprint Versus Virgin BOPET films.

3



Among the First in the World to Recycle Mixed Plastic Waste for which it earned Recognition at Davos Recycle Forum in 1995, Way Ahead of Peers from the Developed Economies



## Highlights of Initiatives Taken

- **PCR Recycling Infrastructure at Noida** is utilized to provide Granules for Manufacturing 90% PCR Based Green films Asclepius™. Clone Capacities Already developed in Mexico, Egypt and Poland.
- Launched '**Project Plastic Fix**', a Four-way Method to Reinstate the Virtue of Plastic from Waste to Wealth.
- **Developed Host of New Sustainable Products such as**
  - Engineering Product, RELAM 250 to recycle All Layers of MLP Homogenously.
  - UV LED Ink Series, Water Based Inks, Paper Based Tubes, Water Based Cylinders, Solvent-free Adhesives.
  - Low Carbon Footprint Packaging films: F-MSH, F-PS, B-THP & Many More.



MLP  
Technology

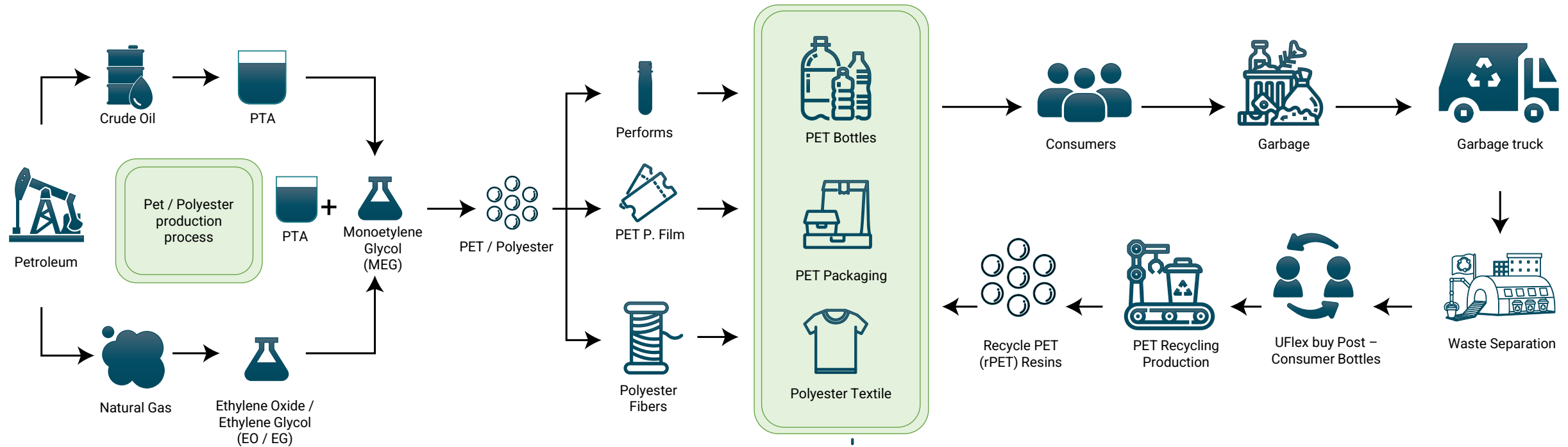


Converts into  
Pellets



Recycles into  
Furniture, Road etc.







# Recycling Plants Across Geographies

## Global

### Mexico

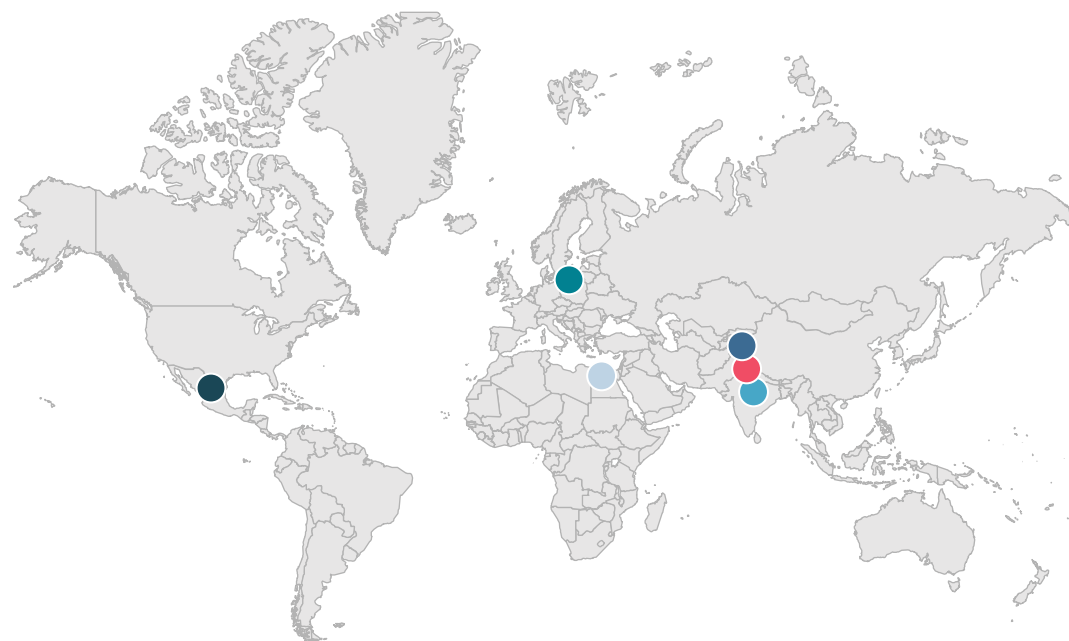
Particulars	Capacity(MTPA)
PCR PET Chips	15,000
rMLP Granules	6,000

### Egypt

Particulars	Capacity(MTPA)
PCR PET Chips	18,000

### Poland

Particulars	Capacity(MTPA)
rMLP Granules	3,900



## India

### Noida

Particulars	Capacity(MTPA)
PCR PET Chips	10,020
rMLP Granules	9,600

### Jammu

Particulars	Capacity(MTPA)
rMLP Granules	1,497

### Malanpur\*

Particulars	Capacity(MTPA)
rAMLMP Moulding & Granules	10,300

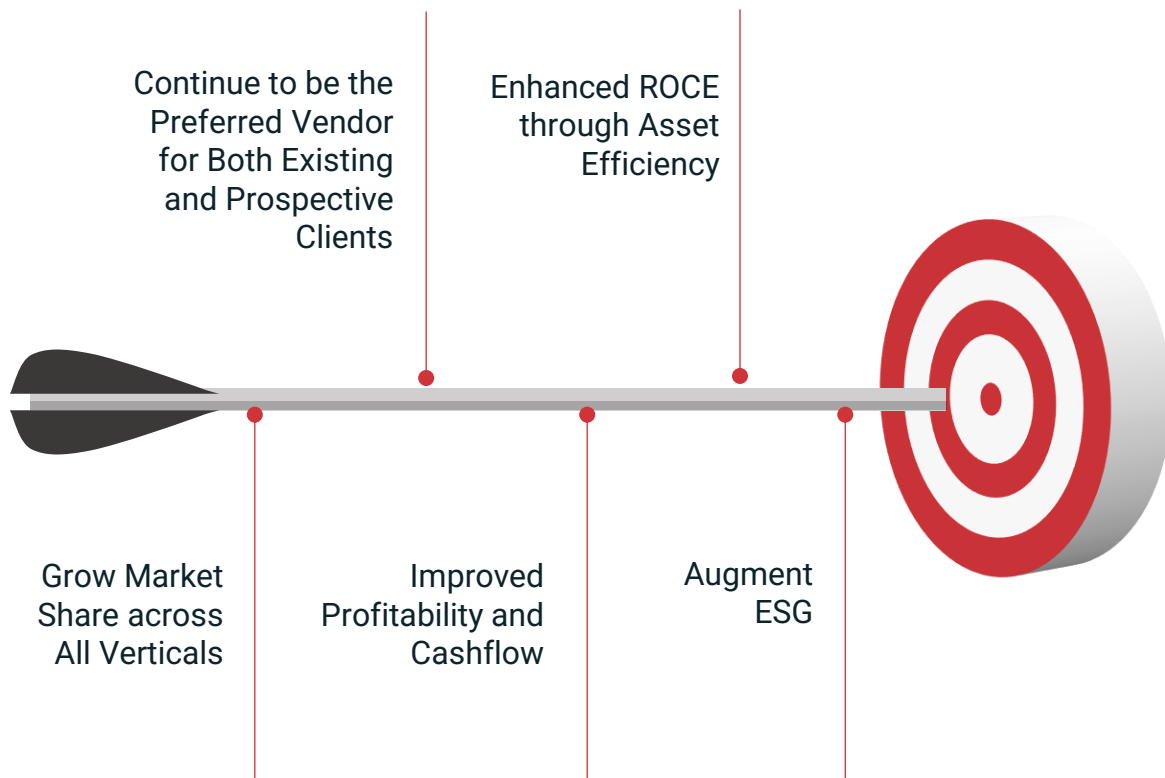
● Mexico ● Egypt ● Poland ● Jammu ● Noida ● Malanpur

\* Malanpur is Asepto MLP waste recycling

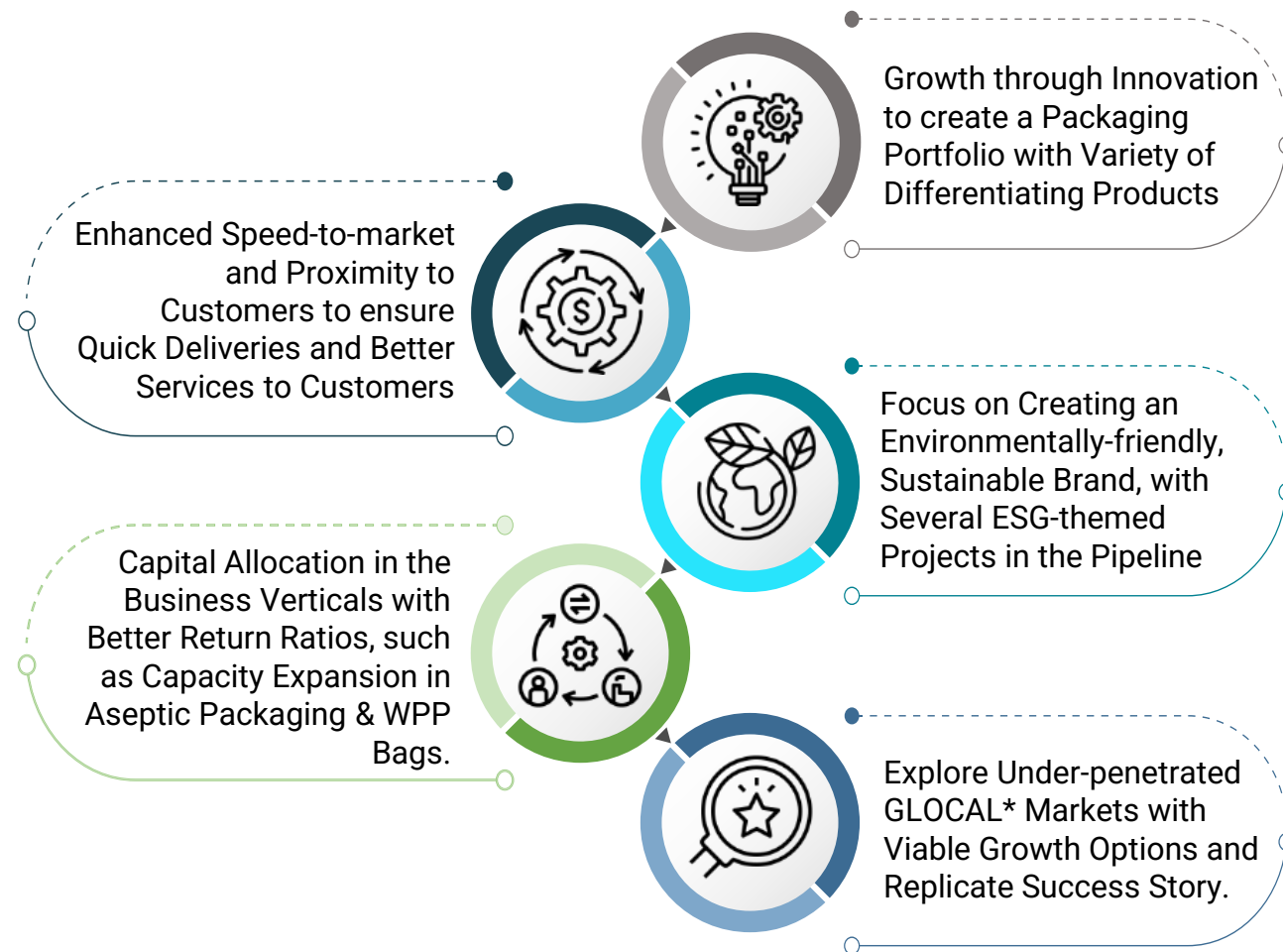
1. Post-Consumer Recycled (PCR); Polyethylene terephthalate (PET); 3. Recycled multi-layered packaging plastic (rMLP); **Asepto MLP waste recycling**: Products from Asepto paper pulp include pulp granules, egg trays, pulp paper sheets, kidney trays, and wall mounts. Products from Asepto Alu foil include metalized corrugated roof sheets, partition sheets, alu poly granules, laptop and glass covers, tray plates, and card bags.



## Goals



## Strategy















# Financials











# Consolidated Performance Snapshot – Q4FY25 and Q4FY24

	<u>Q4FY25</u>	<u>Q4FY24</u>		<u>Q4FY25</u>	<u>Q4FY24</u>
<b>Revenue</b> 	<b>Rs. 38,738 Mn</b> (+2.6% QoQ, +10.8% YoY) Domestic: 46% International: 54%	<b>Rs. 34,967 Mn</b> (+4.5% QoQ, +3.0% YoY) Domestic: 43% International: 57%	<b>Capex</b> 	<b>Rs. 6,681 Mn</b>	<b>Rs. 6,308 Mn</b>
<b>Norm. EBITDA*</b> 	<b>Rs. 4,782 Mn</b> (-8.2% QoQ, +5.1% YoY) <b>+12.3% Margin</b> (-150bps QoQ, -70bps YoY)	<b>Rs. 4,550 Mn</b> (+6.9% QoQ, +6.3% YoY) <b>+13.0% Margin</b> (+30bps QoQ, +40bps YoY)	<b>Net Debt</b> 	<b>Rs. 68,432 Mn</b>	<b>Rs. 55,688 Mn</b>
<b>EBITDA</b> 	<b>Rs. 4,726 Mn</b> (-4.3% QoQ, +8.3% YoY) <b>+12.2% Margin</b> (-90bps QoQ, -30bps YoY)	<b>Rs. 4,364 Mn</b> (+18.7% QoQ, +14.0% YoY) <b>+12.5% Margin</b> (+149bps QoQ, +119bps YoY)	<b>Sales Vol. MTs</b> 	<b>165,147</b> (+5.2% QoQ, +4.6% YoY) <b>Packaging Films: 76.8%</b> (+2.9% QoQ, +5.3% YoY) <b>Packaging: 23.2%</b> (+13.5% QoQ, +2.4% YoY)	<b>157,847</b> (+6.8% QoQ, +10.5% YoY) <b>Packaging Films: 76.3%</b> (+6.3% QoQ, +13.7% YoY) <b>Packaging: 23.7%</b> (+8.7% QoQ, +1.5% YoY)
<b>Norm. PAT**</b> 	<b>Rs. 986 Mn</b> <b>+2.5% Margin</b>	<b>Rs. 1,188 Mn</b> <b>+3.4% Margin</b>	<b>Pack. Films Sales Vol. Split</b> 	<b>Packaging Films: 76.8%</b> (Domestic: 17.8%; International: 59.0%)	<b>Packaging Films: 76.3%</b> (Domestic: 15.9%; International: 60.5%)

\*Normalized EBITDA for Q4FY25 includes a Rs. 56 million adjustment for foreign currency fluctuations and derivative gains/losses, compared to a Rs. 186 million loss in Q4 FY24; \*\* Normalized PAT was adjusted for an exceptional gain of Rs. 700 million in Q4 FY25, compared to a loss of Rs. 3,897 million in Q4FY24, mainly due to Nigeria, Mexico and Egypt currency translation.



# Consolidated Performance Snapshot – FY25 and FY24

	<u>FY25</u>	<u>FY24</u>		<u>FY25</u>	<u>FY24</u>
<b>Revenue</b> 	<b>Rs. 151,838 Mn</b> (+12.4% YoY) Domestic: 45% International: 55%	<b>Rs. 135,098 Mn</b> (-8.6% YoY) Domestic: 42% International: 58%	<b>Capex</b> 	<b>Rs. 17,258 Mn</b>	<b>Rs. 16,348 Mn</b>
<b>Norm. EBITDA*</b> 	<b>Rs. 19,024 Mn</b> (+18.1% YoY) <b>+12.5% Margin</b> (+60bps YoY)	<b>Rs. 16,103 Mn</b> (-19.7% YoY) <b>+11.9% Margin</b> (-160bps YoY)	<b>Net Debt</b> 	<b>Rs. 68,432 Mn</b>	<b>Rs. 55,688 Mn</b>
<b>EBITDA</b> 	<b>Rs. 18,188 Mn</b> (+20.2% YoY) <b>+12.0% Margin</b> (+80bps YoY)	<b>Rs. 15,135 Mn</b> (-19.4% YoY) <b>+11.2% Margin</b> (-150bps YoY)	<b>Sales Vol. MTs</b> 	<b>647,499</b> (+8.0% YoY) <b>Packaging Films: 77.7%</b> (+10.3% YoY) <b>Packaging: 22.3%</b> (Flat YoY)	<b>599,616</b> (+2.1% YoY) <b>Packaging Films: 76.1%</b> (+1.5% YoY) <b>Packaging: 23.9%</b> (+4.2% YoY)
<b>Norm. PAT**</b> 	<b>Rs. 3,201 Mn</b> <b>+2.1% Margin</b>	<b>Rs. 1,803 Mn</b> <b>+1.3% Margin</b>	<b>Pack. Films Sales Vol. Split</b> 	<b>Packaging Films: 77.7%</b> (Domestic: 16.9%; International: 60.8%)	<b>Packaging Films: 76.1%</b> (Domestic: 17.6%; International: 58.4%)

\*The normalized EBITDA was adjusted by Rs 836 Mn and Rs 968 Mn in FY25 and FY24 respectively to reflect the impact of foreign currency gains/losses and gain/losses from derivative instruments ;

\*\* Normalized PAT was adjusted for an exceptional loss of Rs 1,778 Mn and Rs 8,713 Mn in FY25 and FY24 respectively due to currency devaluations in Nigeria, Mexico and Egypt



# Consolidated Performance Highlights – Q4FY25



**Revenue** increased to Rs. 38,738 million, a 10.8% YoY increase in Q4 FY25, driven by volume growth, right product mix, and pricing strategies across product categories. The key growth contributors in revenues are the Packaging business (14.4% YoY), Engineering (59.7% YoY) and virgin PET chips.



**Normalized EBITDA** stood at Rs. 4,782 million, up 5.1% YoY. The **normalized EBITDA margin** was at 12.3%. Packaging film and the Packaging business in India led EBITDA growth, supported by stronger contributions from Dubai and Nigeria Packaging film business.



**Sales volume** reached at 165,147 MT in Q4 FY25, reflecting a 4.6% YoY and 5.2% QoQ growth. The volume mix comprised of 76.8% from packaging films and 23.2% from packaging, underscoring sustained demand across the segments. The sales volume in the Packaging business increased by 2.4% YoY and 13.5% QoQ, while Packaging film sales volume increased by 5.3% YoY and 2.9% QoQ.



**Normalized Profit After Tax (PAT)** for the quarter was Rs. 986 million, compared to Rs. 1,188 million in Q4 FY24.



Net **Currency gain** of Rs. 700 Mn during Q4FY25, in comparison to the net currency loss of Rs. 3,897 million in Q4FY24.



# Consolidated Performance Highlights – FY25



**Revenue** increased to Rs. 151,838 million, a 12.4% YoY growth, driven by 8.0% volume growth, an optimal product mix, and effective pricing strategies across categories. Annual revenue growth was led by 8.2% YoY growth in Packaging films, 11.4% in the Packaging and 33.5% in Engineering and virgin PET chips.



**Normalized EBITDA** stood at Rs. 19,024 million, up 18.1% YoY. The **normalized EBITDA margin** was at 12.5%. Packaging film, Chemicals, and Engineering segments in India were major contributors to annual normalized EBITDA, alongside strong contributions from packaging film operations in Hungary, Nigeria, Mexico, and Poland.



**Sales volume** reached at 647,499 MT in FY25, reflecting a 8.0% YoY growth. The volume mix comprised 77.7% from Packaging films and 22.3% from Packaging, underscoring sustained demand across both segments. The Packaging business sales volume increased by 0.6% YoY, while Packaging film business sales volume increased by 10.3% YoY.



**Normalized Profit After Tax (PAT)** for the year was Rs. 3,201 million, compared to Rs. 1,803 million in FY24

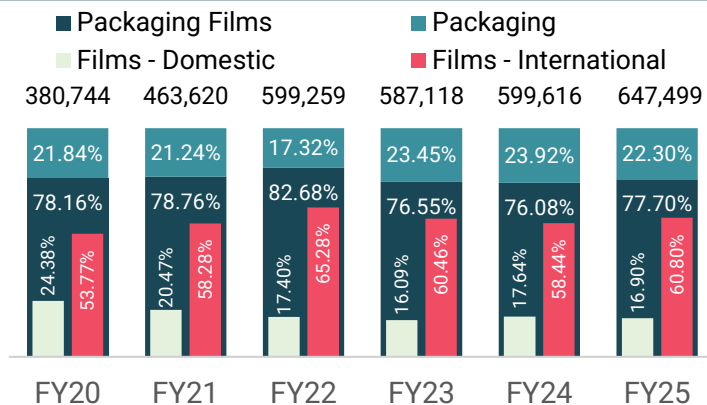


Net **Currency loss** of Rs. 1778 Mn during FY25, in comparison to the net Currency loss of Rs. 8,713 million in FY24.

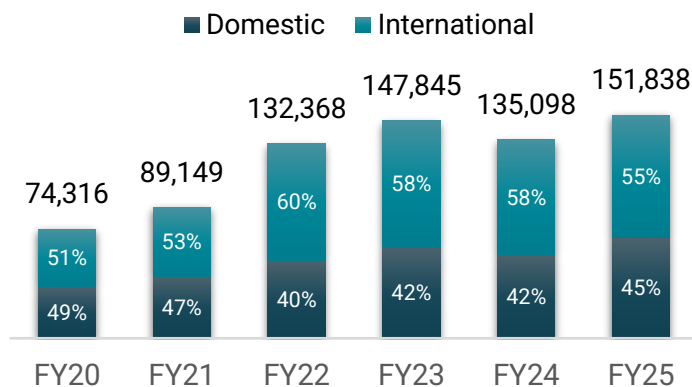


# Consolidated Spotlight on Key Financials over the Years

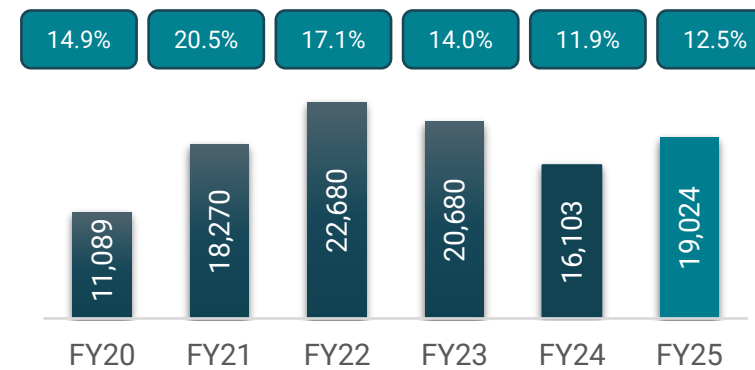
## Sales (Vol. MTPA)



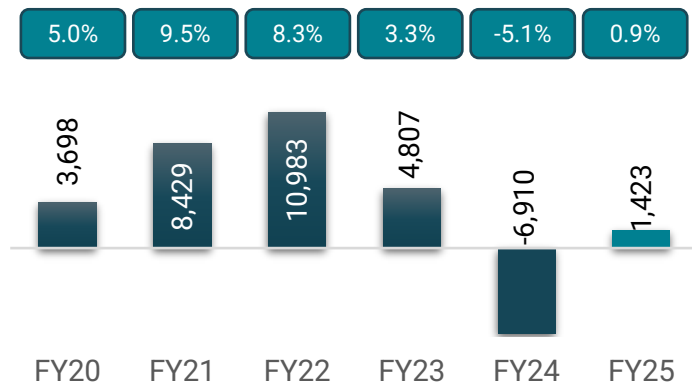
## Revenue (Rs. Mn)



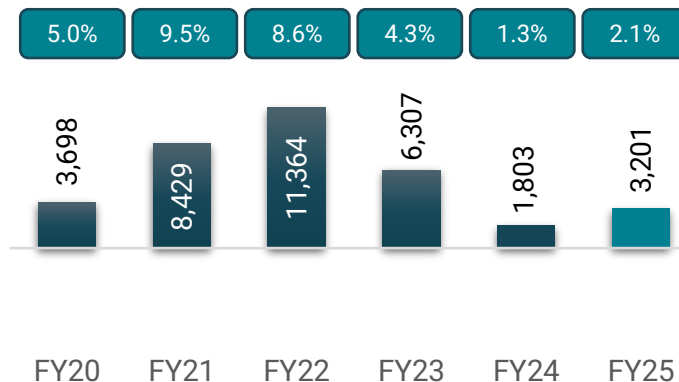
## Norm. EBITDA (Rs. Mn) and Margin (%)



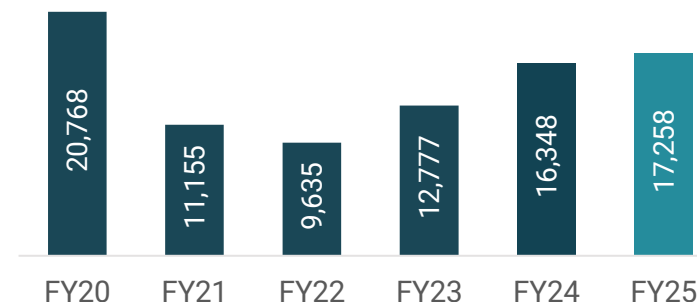
## PAT (Rs. Mn) and Margin



## Norm. PAT (Rs. Mn) and Margin



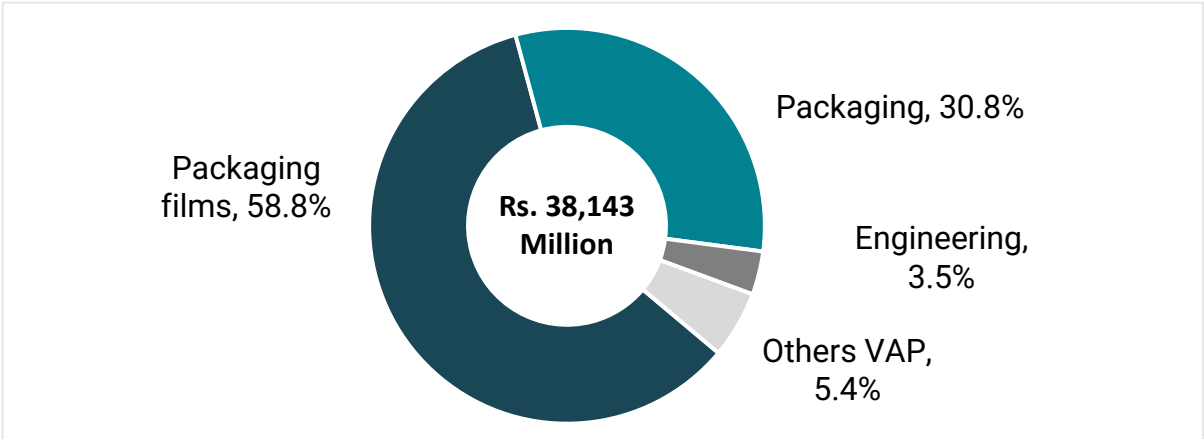
## Capex. (Rs. Mn)



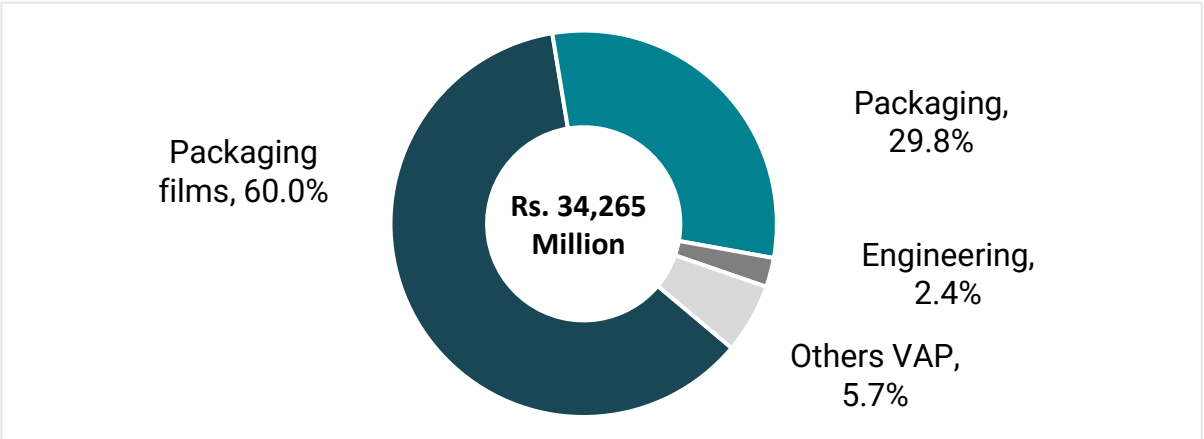


# Consolidated Revenue Split

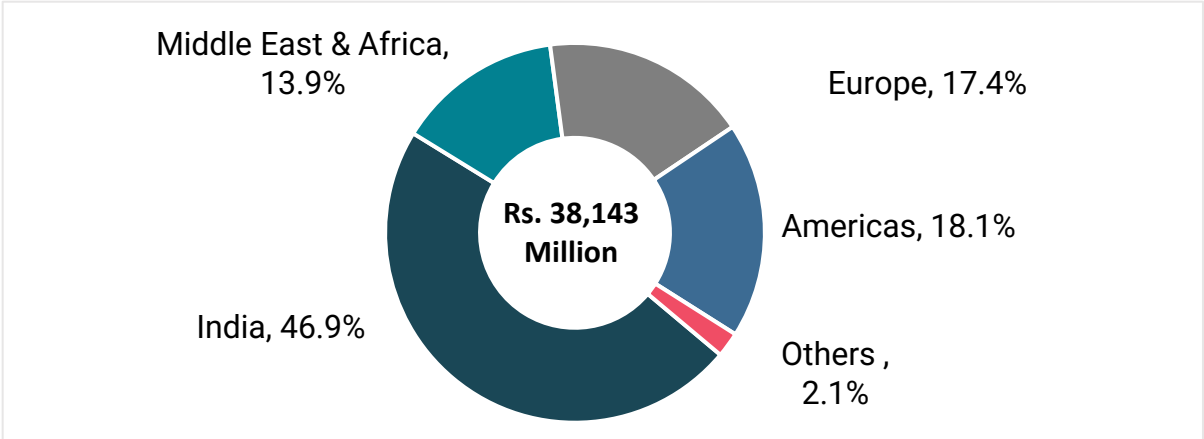
Q4FY25: Business-wise rev. split as a % of total rev.



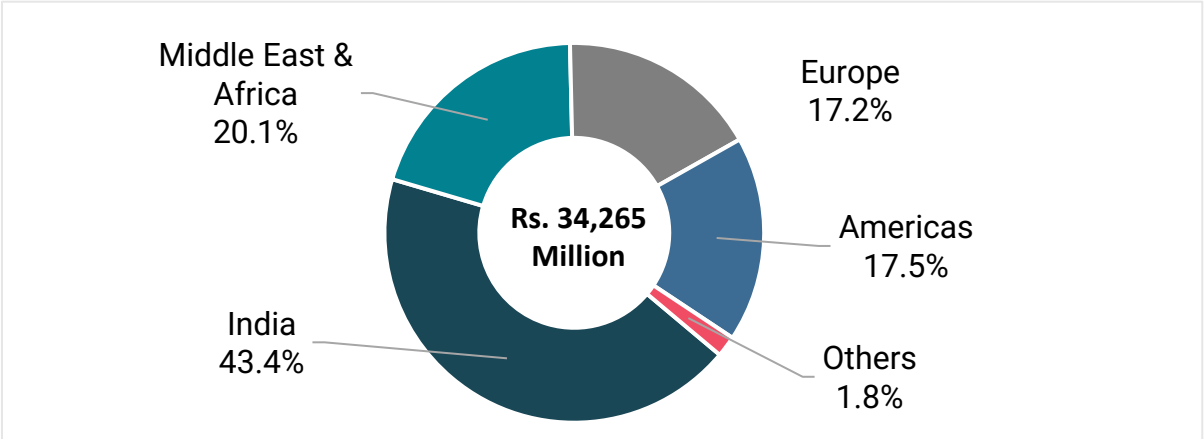
Q4FY24: Business-wise rev. split as a % of total rev.



Q4FY25: Geographical rev. split as a % of total rev.



Q4FY24: Geographical rev. split as a % of total rev.

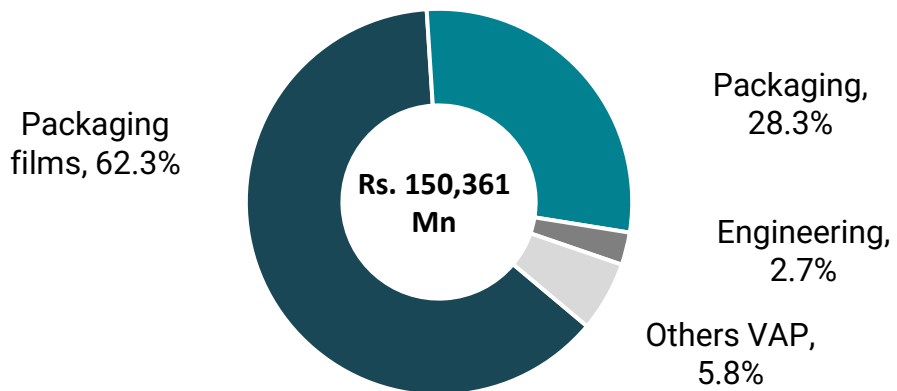


**Packaging** = Flexible packaging, Liquid packaging, and Holography; **Engineering** = Machinery and Printing cylinders; **Others value added product (VAP)** = Inks & Adhesives and other operating income; Geographical split as a % of total revenue is based on point of origin; **Middle East and Africa**: Dubai, Egypt, & Nigeria; **Europe**: Hungary, Poland and CIS; **Americas**: USA, Mexico;

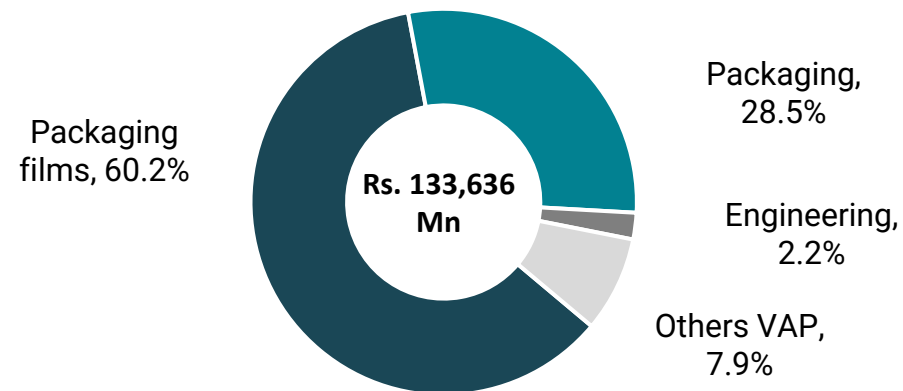


# Consolidated Revenue Split

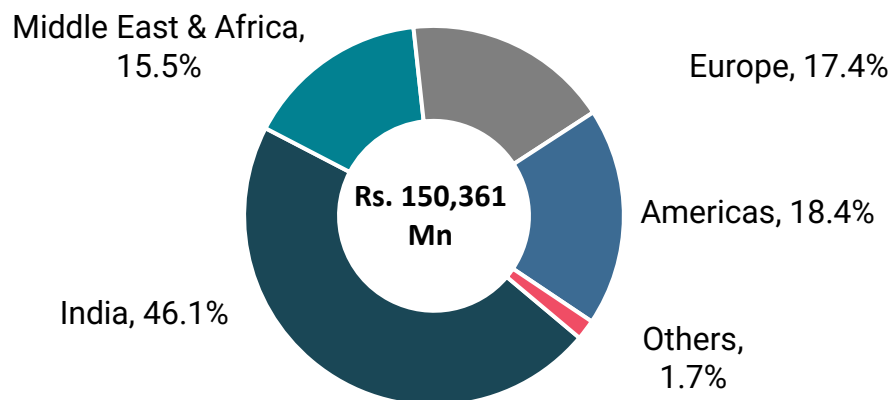
## FY25: Business-wise rev. split as a % of total rev.



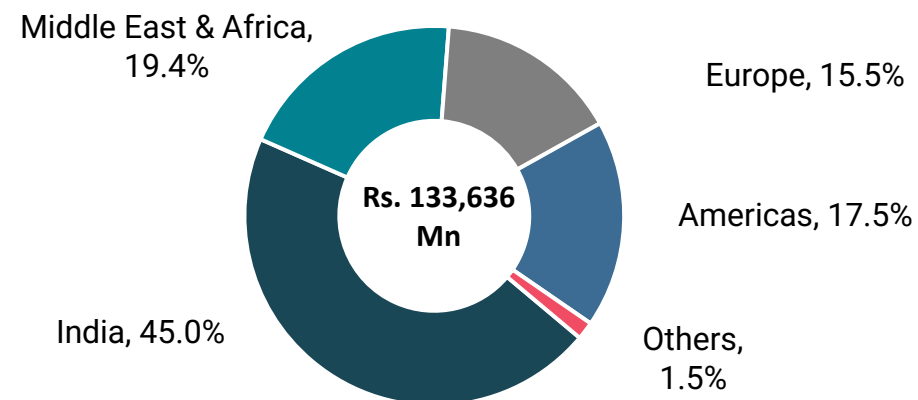
## FY24: Business-wise rev. split as a % of total rev.



## FY25: Geographical rev. split as a % of total rev.



## FY24: Geographical rev. split as a % of total rev.





# Consolidated P&L Summary

Particulars (Rs. Mn.)	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY	FY25	FY24	YoY
<b>Total Revenue</b>	<b>38,738</b>	<b>37,742</b>	<b>34,967</b>	<b>2.6%</b>	<b>10.8%</b>	<b>151,838</b>	<b>1,35,098</b>	<b>12.4%</b>
Expenditure	34,012	32,806	30,603	3.7%	11.1%	133,649	1,19,963	11.4%
<b>Normalized EBITDA</b>	<b>4,782</b>	<b>5,207</b>	<b>4,550</b>	<b>(8.2%)</b>	<b>5.1%</b>	<b>19,024</b>	<b>16,103</b>	<b>18.1%</b>
Normalized EBITDA margin (%)	12.3%	13.8%	13.0%	(145 bps)	(67 bps)	12.5%	11.9%	61 bps
Fx currency gain/loss and derivative instruments	56	271	186	(79.4%)	(70.0%)	836	968	(13.7%)
<b>EBITDA</b>	<b>4,726</b>	<b>4,936</b>	<b>4,364</b>	<b>(4.3%)</b>	<b>8.3%</b>	<b>18,188</b>	<b>15,135</b>	<b>20.2%</b>
EBITDA Margin (%)	12.2%	13.1%	12.5%	(88 bps)	(28 bps)	12.0%	11.2%	78 bps
Depreciation and Amortization	1,763	1,720	1,651	2.5%	6.8%	6,949	6,555	6.0%
Finance costs	1,844	1,743	1,283	5.8%	43.7%	6,981	5,356	30.0%
<b>Profit / (Loss) before Exceptional items</b>	<b>1,119</b>	<b>1,473</b>	<b>1,430</b>	<b>(24.0%)</b>	<b>(21.8%)</b>	<b>4,259</b>	<b>3,224</b>	<b>32.1%</b>
Exceptional items (Refer Note)	(700)	(257)	3,897	-	-	1,778	8,713	(79.6%)
<b>Profit / (Loss) before tax</b>	<b>1,819</b>	<b>1,729</b>	<b>(2,467)</b>	<b>5.2%</b>	<b>-</b>	<b>2,481</b>	<b>(5,489)</b>	<b>-</b>
<b>Net profit / (Loss) after tax</b>	<b>1,686</b>	<b>1,368</b>	<b>(2,709)</b>	<b>23.2%</b>	<b>-</b>	<b>1,423</b>	<b>(6,910)</b>	<b>-</b>
Profit After Tax Margin (%)	4.4%	3.6%	(7.7%)	73 bps	-	0.9%	(5.1%)	-
<b>EPS (Rs.)</b>	<b>23.34</b>	<b>18.95</b>	<b>(37.52)</b>	<b>23.3%</b>	<b>-</b>	<b>19.71</b>	<b>(95.69)</b>	<b>-</b>

Note: 1) Numbers in the table may not add up due to rounding-off. 2) Previous year figures have been regrouped wherever necessary.



# Consolidated Balance Sheet as of March 31, 2025

Particulars (Rs. Mn)	As on 31 <sup>st</sup> Mar 2025	As on 31 <sup>st</sup> Mar 2024
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	81,664	76,598
Capital work-in-progress	7117	5,383
Investment Properties	139	110
Intangible assets	122	180
Right to use Assets	5,460	5,346
Intangible assets under development	134	0
<b>Financial assets</b>		
Investments	1,448	1,700
Loans	771	299
Other financial assets	1,971	1,150
Other non-current assets	10,957	5,988
<b>Total Non-Current Assets</b>	<b>109,782</b>	<b>96,753</b>
<b>Current Assets</b>		
Inventories	25,354	19,178
<b>Financial assets</b>		
Trade receivables	37,510	34,373
Cash and cash equivalents	11,252	10,467
Other balances with banks	283	265
Loans	-	90
Other financial assets	812	1,014
Other current assets	9,373	11,337
<b>Total Current Assets</b>	<b>84,584</b>	<b>76,724</b>
<b>Total Assets</b>	<b>194,365</b>	<b>173,477</b>

Particulars (Rs. Mn)	As on 31 <sup>st</sup> Mar 2025	As on 31 <sup>st</sup> Mar 2024
<b>Equity and Liabilities</b>		
<b>Equity</b>		
Equity Share Capital	722	722
Other equity	73,243	71,528
<b>Total Equity</b>	<b>73,965</b>	<b>72,250</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
Long term borrowings	48,700	41,649
Lease Liabilities	2,205	2,075
Other financial liabilities	1,357	978
Long term provisions	471	426
Deferred tax liabilities	3,054	3,426
<b>Total Non-Current Liabilities</b>	<b>55,787</b>	<b>48,554</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Short term borrowings	32,460	25,547
Lease Liabilities	162	195
Trade payables	22,908	20,503
Other financial liabilities	5,489	4,723
Other current liabilities	2,969	1,307
Short term provisions	286	237
Current tax liabilities	339	162
<b>Total Current Liabilities</b>	<b>64,613</b>	<b>52,674</b>
<b>Total Equity and Liabilities</b>	<b>194,365</b>	<b>173,477</b>

Note: 1) Numbers in the table may not add up due to rounding-off. 2) Previous year figures have been regrouped wherever necessary.



# Consolidated Financial Overview (1/2)

Key Financials Ratios	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25
EBITDA Margin	12.2%	12.1%	13.2%	13.8%	13.2%	12.6%	14.9%	20.5%	17.2%	12.7%	11.2%	12.0%
Normalized EBITDA Margin	12.2%	12.4%	14.5%	14.2%	13.1%	12.7%	14.7%	20.0%	17.1%	14.0%	11.9%	12.5%
PAT Margin	3.4%	4.1%	4.9%	5.3%	4.6%	3.9%	5.0%	9.5%	8.3%	3.3%	-5.1%	0.9%
Normalized PAT Margin	3.4%	4.1%	4.9%	5.3%	4.6%	3.9%	5.0%	9.5%	8.6%	4.3%	1.3%	2.1%
ROCE	10.9%	11.1%	12.5%	12.2%	11.0%	11.8%	11.0%	16.9%	18.2%	11.7%	7.2%	9.0%
Normalized ROCE (EBIT basis)	10.9%	11.5%	14.4%	12.8%	10.9%	12.0%	10.8%	16.4%	18.1%	13.4%	8.1%	9.6%
Normalized ROCE (EBITDA basis)	17.4%	18.0%	20.8%	19.5%	17.9%	19.2%	17.1%	22.0%	23.7%	18.8%	13.6%	15.2%
ROE	7.6%	8.6%	9.6%	9.8%	8.2%	7.6%	8.2%	16.5%	18.0%	6.8%	-9.4%	1.9%
Normalized ROE	7.6%	8.6%	9.6%	9.8%	8.2%	7.6%	8.2%	16.5%	18.6%	8.9%	2.5%	4.4%
Normalized ROA	3.2%	3.9%	4.7%	5.0%	4.2%	4.0%	4.1%	7.7%	8.7%	4.1%	1.1%	1.7%



# Consolidated Financial Overview (2/2)

Key Financials Ratios	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25
Net Debt to Equity	0.75	0.63	0.49	0.48	0.43	0.42	0.67	0.60	0.59	0.58	0.77	0.93
Net Debt to EBIDTA	2.97	2.58	1.99	1.95	1.91	1.79	2.83	1.82	1.72	2.34	3.68	3.76
Net Debt to Normalized EBITDA	2.95	2.52	1.81	1.89	1.93	1.77	2.87	1.86	1.73	2.12	3.46	3.60
Norm. EBITDA / Interest Expenses	3.09	4.12	5.28	4.96	4.54	4.66	4.86	7.79	7.03	4.37	3.01	2.73
Debt Service Coverage Ratio	1.07	1.11	1.47	1.61	1.74	1.85	1.92	3.99	3.02	1.91	1.11	1.19
Normalized Debt Service Coverage Ratio	1.08	1.13	1.62	1.66	1.73	1.87	1.89	3.90	3.01	2.10	1.18	1.24
Asset Turnover	0.91	0.92	0.94	0.91	0.90	0.99	0.81	0.79	0.99	0.94	0.78	0.81
Debtors Turnover	4.11	4.00	4.16	4.05	3.71	3.90	3.64	3.99	4.38	4.29	3.95	4.13
Inventory Turnover	6.82	6.02	5.54	5.47	5.50	5.95	5.01	4.69	5.20	4.45	3.94	4.15
Net Working Capital Turnover Ratio	12.28	9.71	8.46	8.68	7.96	7.84	7.07	6.25	6.00	5.42	5.14	6.74

**Debt service coverage ratio (DSCR)** = EBITDA/Debt obligations; Debt obligations = Instalments and lease payment + Interest expense; Instalments and lease payment = Previous year current maturities of long term borrowings + Previous year current lease liabilities; **Asset turnover** = Net revenue from sale of products & services / average total assets; **Debtor turnover** = Net revenue from sale of products & services / average debtors; Working capital turnover = Net revenue from sale of products & services / average working capital; Annualized (annu.);

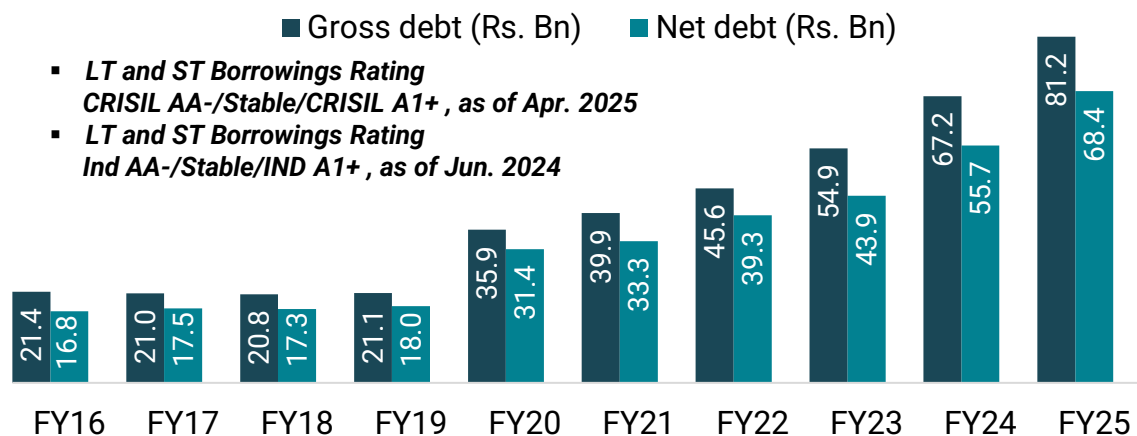


# Consolidated Debt Profile

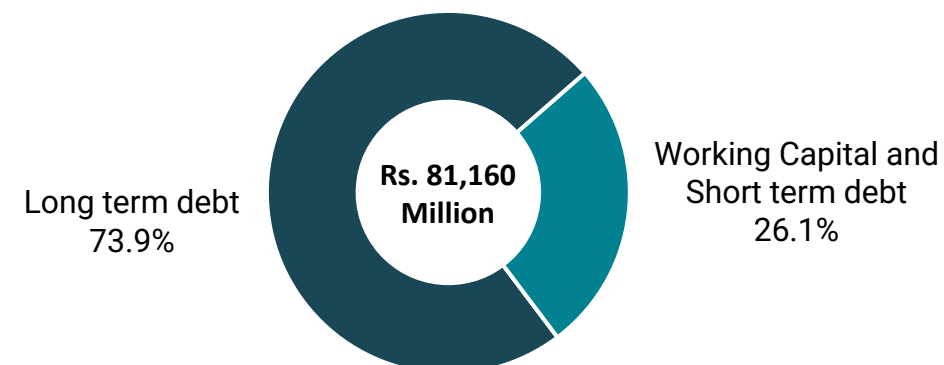
## Debt Breakdown

Particulars (Rs. Mn)	Mar-2025	Dec-2024	Sep-2024	Jun-2024
Long Term	59,937	54,460	54,952	52,040
Working Capital and Short Term	21,223	17,781	14,605	17,306
<b>Total Debt</b>	<b>81,160</b>	<b>72,241</b>	<b>69,557</b>	<b>69,346</b>
<b>Net Debt</b>	<b>68,432</b>	<b>61,507</b>	<b>57,898</b>	<b>56,675</b>
<b>Net Debt/Norm. EBITDA*</b>	<b>3.60x</b>	<b>3.24x</b>	<b>3.20x</b>	<b>3.05x</b>

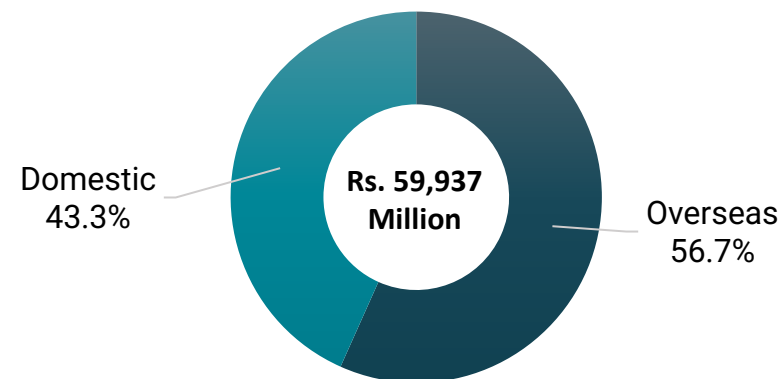
## Debt over the Years (Rs. bn)



## Split of Gross Debt as of Mar 2025

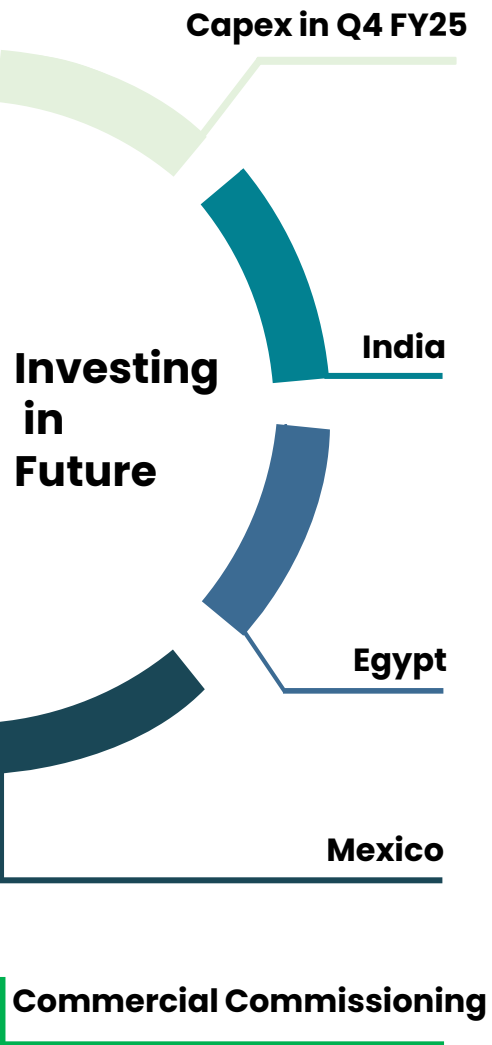


## Split of Long-term Debt as of Mar 2025



**Commissioned New Projects will create New Revenue Streams and Profitability. The Resulting Earnings Generated will aid in Deleveraging the Company's Balance Sheet.**





- Incurred total project capex of Rs 6,681 million during the quarter, with major allocation to the three projects:
  - a) Egypt: Rs. 2,903 Mn for the Aseptic packaging facility, b) Rs. 3,186 million for the WPP bag manufacturing unit in Mexico and
  - c) India: Rs 140 million for the debottlenecking project at the aseptic packaging facility in Sanand.

#### **PET, MLP Recycling unit:**

- Setting up two recycling plants in Noida—a PCR PET chips plant with a 36,000 MTPA capacity and an MLP recycling plant with a 3,600 MTPA capacity—at an estimated capital expenditure of Rs. 3,171 million.

#### **Asepto (liquid) Packaging Debottlenecking Project:**

- Asepto India's debottlenecking will expand capacity from 7 billion to 12 billion packs per annum, resulting in a 70% increase in capacity.
- With an estimated outlay of ~USD 24 million (Rs. 2,026 million), ~USD 22 million (Rs. 1,871 million) has been incurred and commissioning expected in H1 FY26.

#### **Aseptic Packaging Facility:**

- To meet the growing demand for aseptic packaging in Egypt, Europe, the Middle East, and East Africa, UFlex plans to commission an Aseptic packaging facility in Egypt by H2 FY26, with an annual capacity of 12 billion packs.
- The project has an estimated cost of approximately USD 126 million (~Rs. 10,905 million), of which USD 52 million (~Rs. 4,512 million) already incurred and expected to be commissioned in FY26.

#### **Woven Polypropylene (WPP) Plant:**

- Setting up an 80 million-capacity WPP bag manufacturing plant to meet the growing demand for pet food packaging, to be commissioned in FY26. This plant will cater to the high-growth pet food market across North and South America.
- The project has an estimated outlay of ~USD 50 million (Rs. 4,222 million) of which ~USD 37 million (Rs. 3,186 million) has been incurred.

#### **Egypt – Virgin PET Chips Line**

- The Company commenced commercial operations at its 216,000 MTPA Virgin Pet Chips Plant in Egypt in Q4FY25.

#### **Mexico – CPP Line**

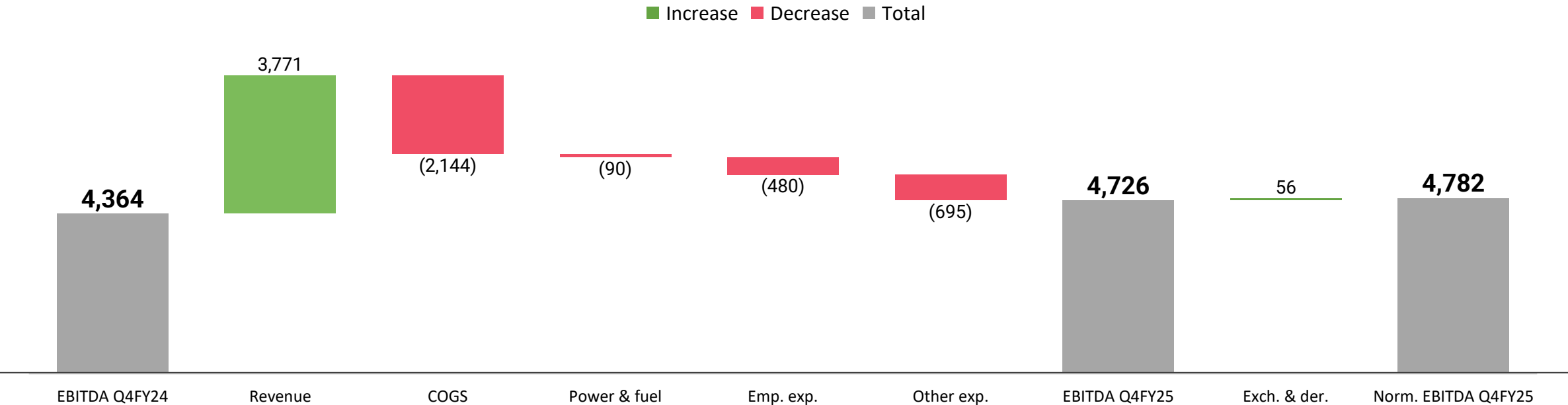
- The Company commenced commercial operations of its 18,000 MTPA CPP line in Mexico in Q4FY25.



# Q4 FY25 EBITDA Bridge

Normalized EBITDA Bridge (Q4FY24 vs Q4FY25)

EBITDA improvement led by healthy performance in the packaging films and packaging segment.



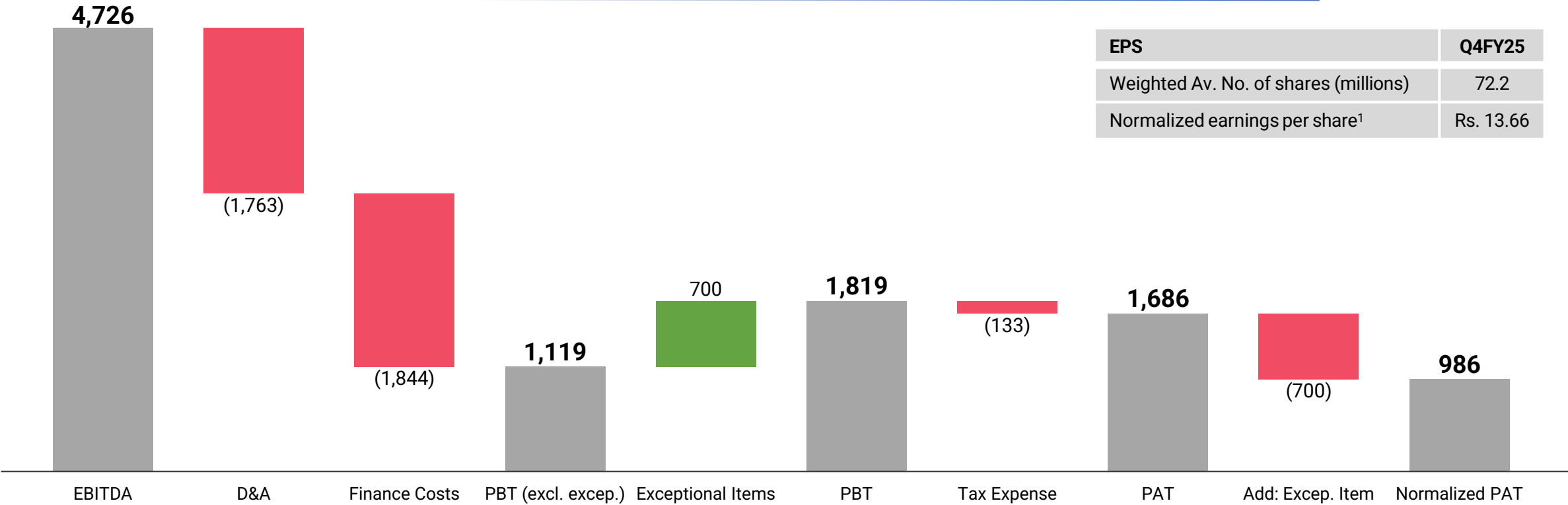
- Revenue increased by 10.8% YoY, primarily driven by increased volume, the right product mix and pricing strategies across product categories.
- Improved operating profits driven by volume growth, and improved product mix.
- Note: Rs. 56 million related to foreign currency gains/losses and gains/losses in derivative instruments are absolute adjustments made to calculate normalized EBITDA. This figure does not represent an increase compared to same quarter previous year.

1. Bracket implies negative numbers



# Q4 FY25 EBITDA to Normalized PAT

EBITDA to Normalized PAT (Q4FY25)



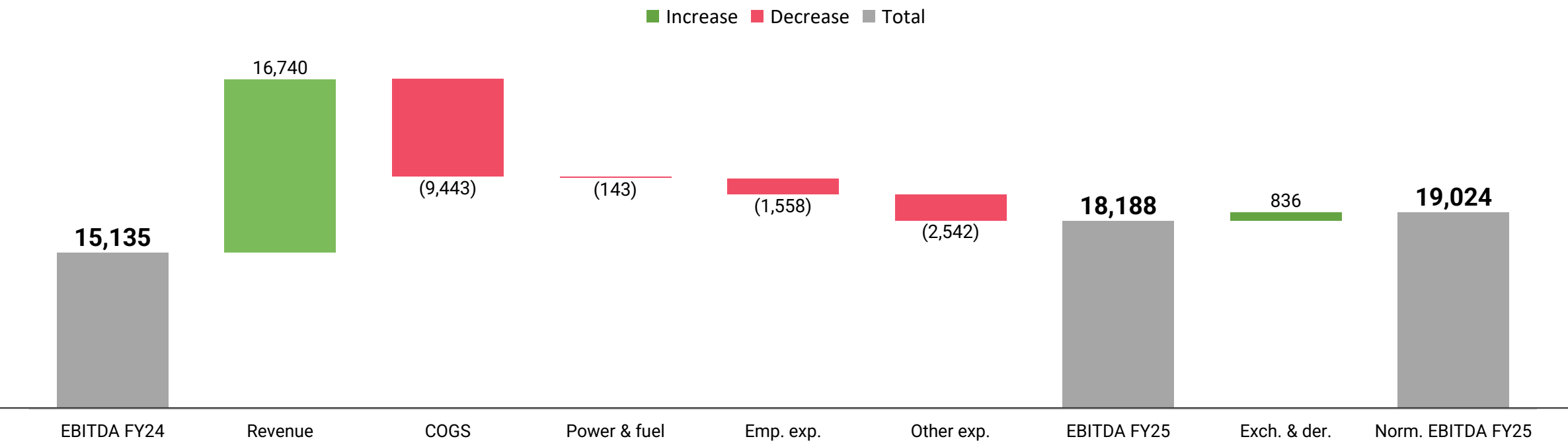
1. Normalized earnings per share based on adjusted net income excluding exceptional items related to Nigeria, Egypt & Mexico currency translation

1. PAT: PAT after non - Controlling interest



# FY25 EBITDA Bridge

Normalized EBITDA Bridge (FY24 vs FY25)



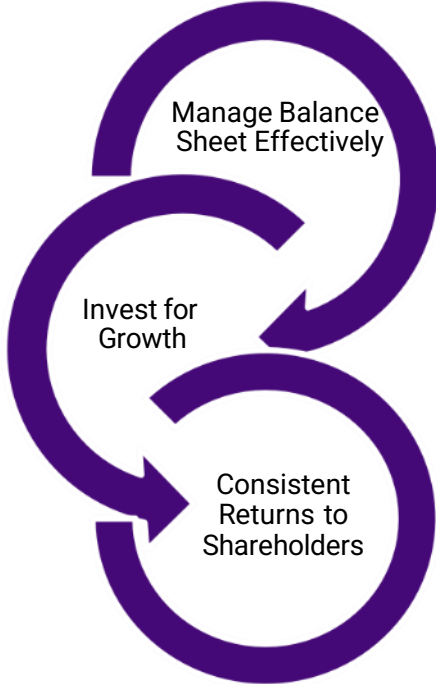
- Revenue increased by 12.4% YoY, driven by driven by increased volume, the right product mix and pricing strategies across product categories.
- Improved operating profits driven by volume growth, and an improved product mix.

Note: Rs. 836 million related to foreign currency gains/losses and gains/losses in derivative instruments are absolute adjustments made to calculate normalized EBITDA. This figure does not represent an increase compared to same period previous year.

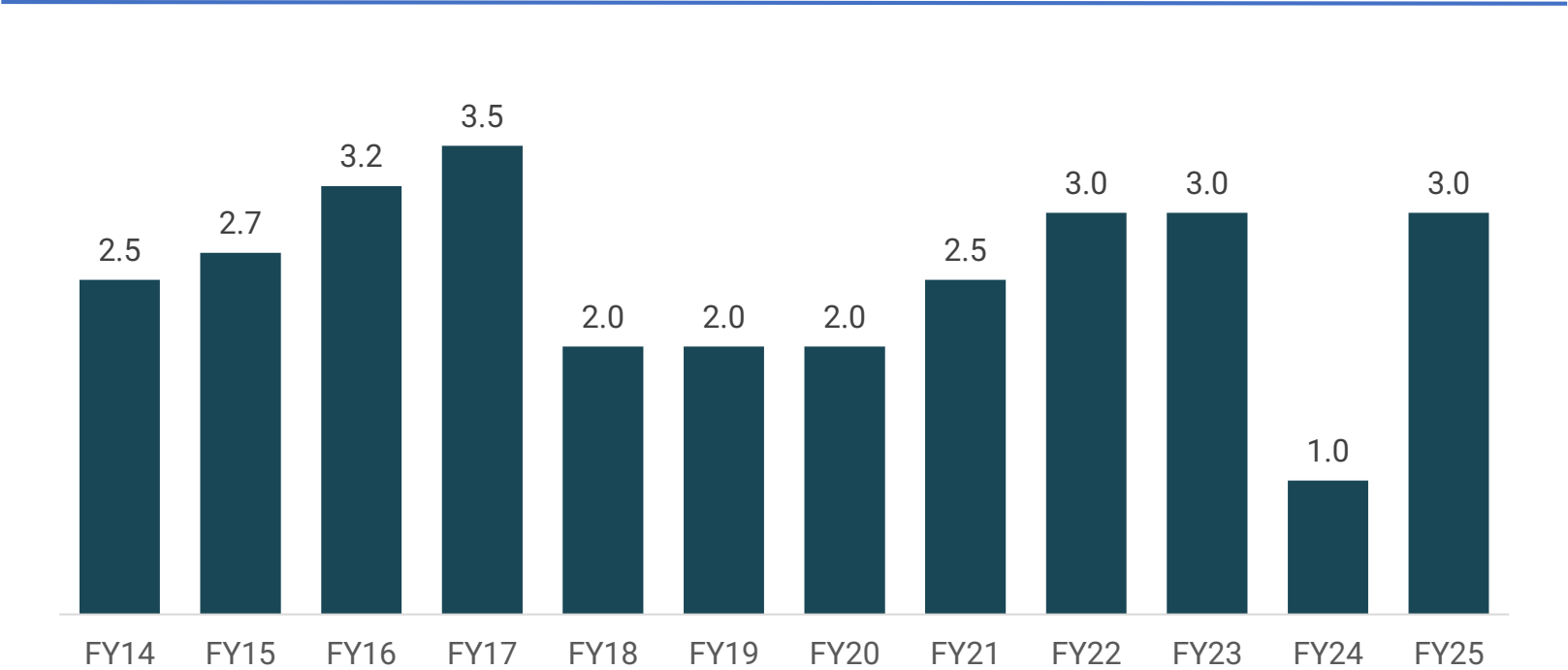
1. Bracket implies negative numbers



- Management’s Commitment to Shareholder Interests
- Delivering Tangible Returns to Shareholders through Dividends

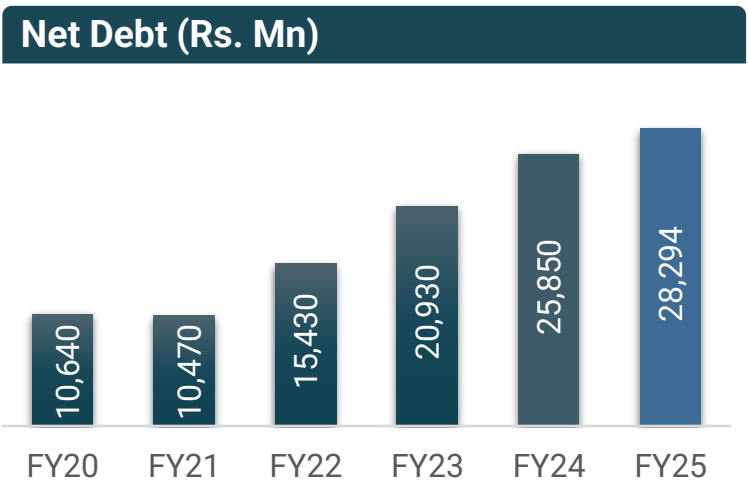
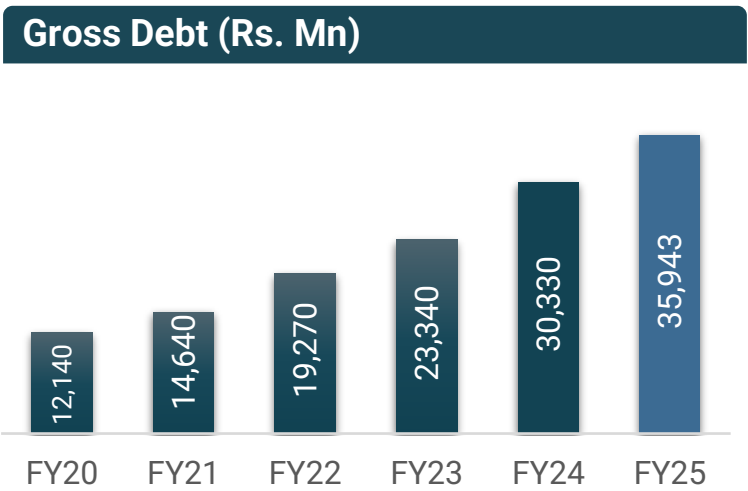
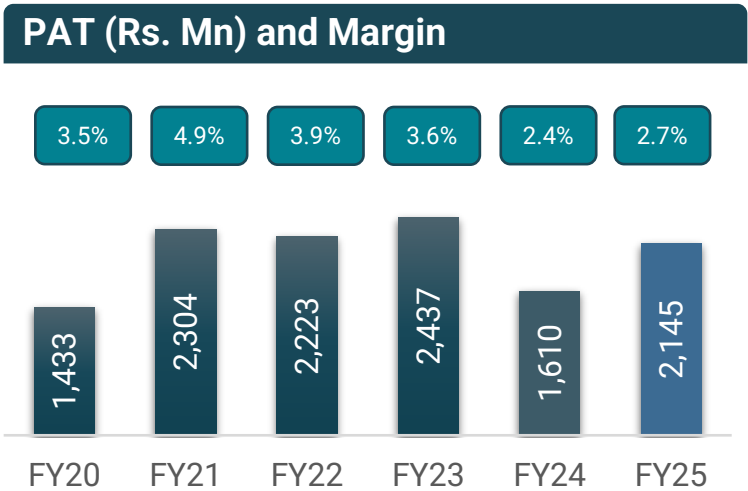
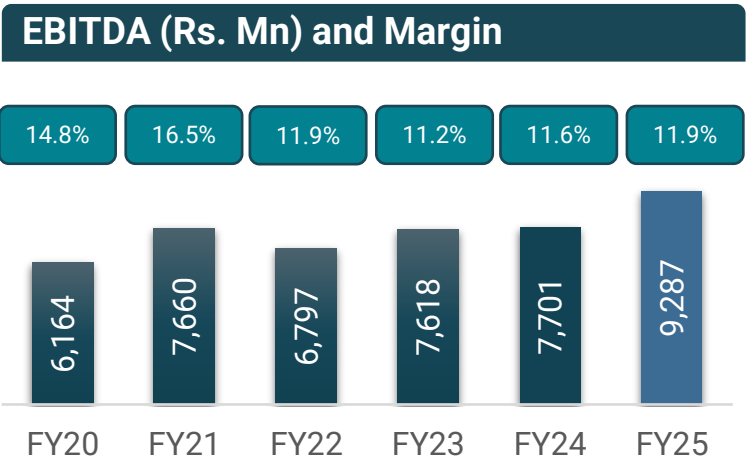
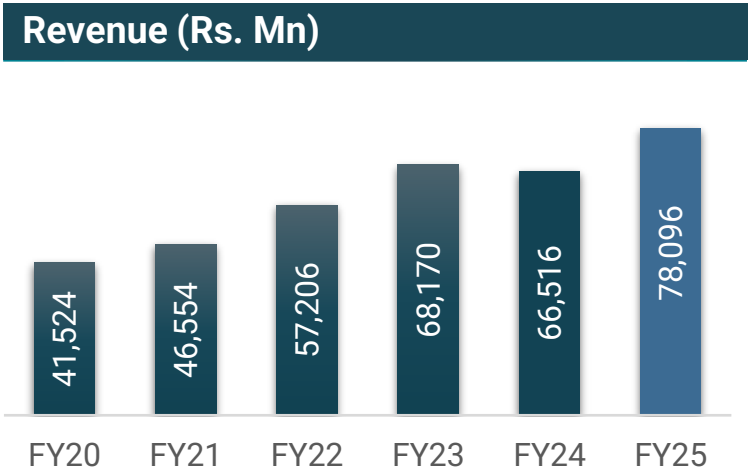
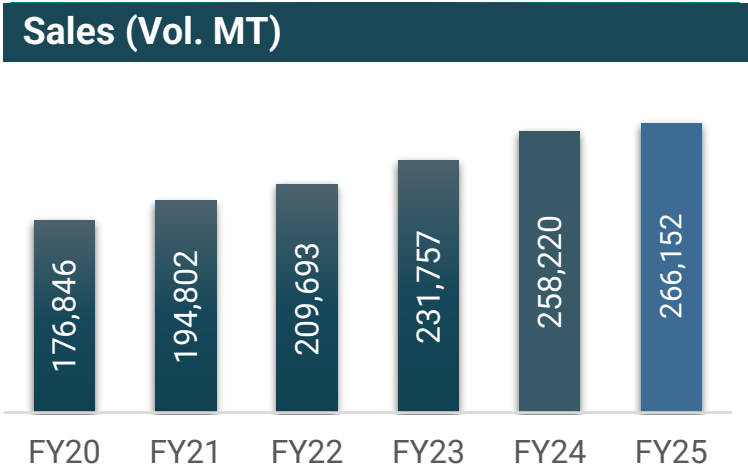


Dividend per Share (DPS Rs.)





# Standalone Spotlight on Key Financials over the Years





# Standalone P&L Summary

Particulars (Rs. Mn.)	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY	FY25	FY24	YoY
<b>Revenue</b>	<b>20,117</b>	<b>19,549</b>	<b>16,709</b>	2.9%	20.4%	<b>78,096</b>	<b>66,516</b>	17.4%
<b>EBITDA</b>	<b>2,365</b>	<b>2,538</b>	<b>2,250</b>	(6.8%)	5.1%	<b>9,287</b>	<b>7,701</b>	20.6%
<b>EBITDA Margin (%)</b>	<b>11.8%</b>	<b>13.0%</b>	<b>13.5%</b>	(122 bps)	(171 bps)	<b>11.9%</b>	<b>11.6%</b>	31 bps
Depreciation and Amortization	791	809	747	(2.2%)	5.8%	3,200	2,982	7.3%
Finance Cost	796	921	666	(13.6%)	19.5%	3,348	2,558	30.9%
<b>Profit Before Tax</b>	<b>778</b>	<b>808</b>	<b>837</b>	(3.7%)	(7.0%)	<b>2,738</b>	<b>2,161</b>	26.7%
<b>Profit After Tax</b>	<b>712</b>	<b>577</b>	<b>614</b>	23.4%	16.0%	<b>2,145</b>	<b>1,610</b>	33.2%
<b>Profit After Tax Margin (%)</b>	<b>3.5%</b>	<b>3.0%</b>	<b>3.7%</b>	54 bps	(14 bps)	<b>2.7%</b>	<b>2.4%</b>	33 bps
<b>EPS (Rs.)</b>	<b>9.86</b>	<b>7.99</b>	<b>8.50</b>	23.4%	16.0%	<b>29.70</b>	<b>22.29</b>	33.2%

Note: 1) Numbers in the table may not add up due to rounding-off. 2) Previous year figures have been regrouped wherever necessary.



# Product Innovation – Chemicals (Inks & Adhesives)



## FLEXCURE High Slip Digi Coating

### UV Digi Gloss Coating

- The FLEXCURE HIGH SLIP DIGI COATING is a cutting-edge solution designed specifically for LED digital printed PVC sheets, commonly used in decor and signage applications.
- Special properties: excellent adhesion on digitally printed surfaces, high-gloss premium finish, superior scratch and abrasion resistance, fast UV curing, and enhanced print durability.



## FLEXCURE HF GR Gloss Coating

### High Flexibility UV Coating

- The FLEXCURE HF GR GLOSS COATING is an advanced UV coating solution for flexible packaging, ideal for use on laminates, pouches, and specialty packaging
- Special properties: exceptional flexibility and fold crack resistance, high curing speed, strong adhesion, low odour and migration, heat resistance, and sustainability for recyclable packaging.



## FLEXBOND FB DL-502 and FB DL-504

### Water Based Dry Lamination Adhesives

- These are water-based synthetic copolymer emulsion adhesives designed for high-speed dry lamination in offset packaging. Ideal for laminating various films to printed or unprinted paper / duplex board substrates. Compatible with dual-metal roller machines, they ensure efficient application and strong bonding.
- Special properties: 100% aqueous, ready to use, strong bond and machinability, high gloss post-lamination.



## FLEXPAC 5300

### Thermoplastic Polyurethane Resin (TPR)

- High-molecular-weight TPR with aliphatic urethane technology, primarily intended for use in flexographic ink systems. Developed in line with sustainable packing solution, it offers excellent solubility in alcohols, esters, co-solvents.
- Special Properties: Compatible with nitrocellulose and polyvinyl butyrate resins, ideal for CT/CC PET flexo inks, and for SB/SF adhesives.



## INKS

### Updates

- Water based ink application areas have been extended by developing new inks for corrugation, Paper Cups, Paper bags, Tissue paper & Notebook printing. Brand owners like Subway, KFC, Adidas have approved of our inks.
- 4S Non-Toluene Polyurethane ink has been rolled out successfully in the Domestic market.
- In CI Flexo the new inks series developed for corona treated PET, breathable & non breathable PE printing.

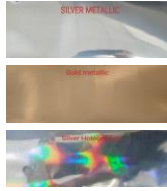


# Product Innovation – Flexible Packaging



## ITC RTE Pouch

- ULP PET Pouches offer convenient microwave heating and are ideal for hot-fill applications such as gravy, ketchup, sauces, jams, and marinades, as well as packaging meat, cheese, frozen foods, and dry fruits. With an expected monthly business of 5-6 MT, UFlex is actively targeting Licious, FreshToHome, Samosa Party, and MTR to expand business and supply ULP PET Pouches for their packaging needs.
- Specification: 12 UPL PET / 70 PE NAT



## Tube Laminate

- Silver and gold Metallica 280 micron: It consists of multiple layers, including 70-micron natural PE, 34-micron extruded PE, 12-micron special-grade metallized PET, 34-micron extruded PE, and 130-micron natural EVOH PE.
- Silver Holographic Laminate: It features a multilayer composition with 70-micron natural PE, 13-micron metallized holographic film, 30-micron extruded PE, 12-micron aluminum foil, another 30-micron extruded PE, and 130-micron natural PE.



## Jay Baba Bakreswar – Farm House Rice Bag

- UFlex has developed packaging for Jay Baba Bakreswar Rice Mill Pvt. Ltd. under the Farm House brand. Notably, this is the first 50kg SKU rice bag developed by UFlex, marking a milestone in bulk packaging solutions.
- Type and Structure: Block Bottom, 18BOPP/20 EXT.W/78 WPP W
- Business Type: Export (Africa)



## ITC Ltd - Savlon

- UFlex in collaboration with ITC developed sustainable packaging solution for its Savlon brand, featuring an 8.2g SKU designed for the domestic market. A key highlight is the use of PCR-based laminate, reinforcing ITC's commitment to eco-friendly packaging solutions.
- Structure: 10PET/6.3ALU FOIL/10 PET/40 PE.N
- Business Type: Domestic



# Product Innovation – Packaging Films



## F-ETS

### One side MST coated Transparent BOPET film

- Designed for secondary packaging of pharma. tablets and pills, this film offers easy tearing properties in both machine and transverse directions.
- Special Properties: Proprietary alternative to Cellophane for strip-to-paper sealing, water-based coating, calibrated heat seal strength, excellent gloss, and transparency.
- End Use Application: Tablet strip packaging, single-web lamination with Al foil.



## F-MEX-M

### Metallized BOPET Film

- F-MEX-M film is available in optical densities ranging from 2.2 to 2.8, which provides customers with a diverse array of application options, making it a highly adaptable solution for various packaging needs.
- Special properties: suitable for both side extrusion coating with no solvent emissions and hot fill applications, good barrier properties, direct extruded polyethylene adhesion without the need for primer.



## B-TCM-M

### High barrier non heat sealable metallized BOPP film for sustainable solutions

- With an optical density of 2.8, the film offers excellent barrier properties, protecting the contents from external factors such as moisture, oxygen, and light.
- Special properties: Thinnest metallized BOPP film (8μ) low GSM & high linear mileage. good metal adhesion and brilliance, and good adhesive bond.
- End Use Application: Cold release and paper board lamination.



## B-TDF

### Heat sealable transparent BOPP film

- It has diamond COF on sealing side and other side treated for good printability and lamination.
- Special Properties: Diamond and consistent static COF (0.80), excellent printability, good optics, good extrusion bond and good dimensional stability.
- End Use Application: Cold release and paper board lamination.



## B-HSA

### Transparent BOPET film

- The film has one side heat sealable surface with antifog property and other side untreated surface.
- Special Properties: Seal to itself, APET, CPET, PVDC & PVC, Excellent hot and cold Antifog properties, good clarity and transparency.
- End Use Application: Food trays sealing, track seal operation.





## Elevate Calendar Applications

- UFlex reintroduced a specialized holographic film to enhance calendar applications, with superior visual brilliance and design flexibility.
- Precision micro-embossing creates a dynamic 3D effect and vivid colour play, elevating premium appeal with both side coating.
- Custom designs enable festive themes, creating high-impact calendars as lasting brand touchpoints. UV embossing technology enhances gloss, clarity, and durability, providing a richer, more resilient finish.



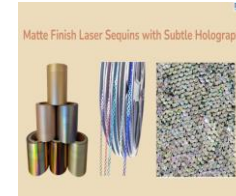
## Registered Transfer Metallized Board

- Introducing the Registered Transfer Metallized Board, blending premium aesthetics with eco-friendly functionality.
- Precisely registers the metallic effect on designated packaging areas, creating a sharp contrast between metallic and non-metallic zones for enhanced branding and shelf impact.
- Fine aluminum deposition ensures the board is fully recyclable and repulpable, reducing environmental impact while preserving a luxury finish.



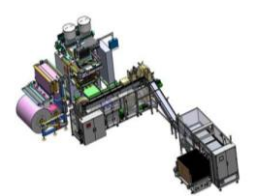
## Holographic QR Code

- UFlex Holography introduces the Raised Holographic QR Code, combining authentication, track & trace, and premium aesthetics.
- Each QR code features a raised holographic effect for enhanced security and a high-end visual and tactile experience that is difficult to replicate.
- Easily integrated onto labels and flexible packaging, this innovation helps brands secure and differentiate their products with a distinctive premium touch.



## Matte Laser Sequins Film with Subtle Holography

- UFlex introduced a matte sequins film with a subtle holographic effect, meeting the demand for refined fashion embellishments.
- This version features soft iridescence, achieved through precision coatings and Laser Holographic design, making it perfect for haute couture, evening wear, accessories, and ready-to-wear fashion.
- This renovation strengthens UFlex's reputation as a trend-driven, innovative leader in fashion embellishments.



## MT 1200 – C with Case Packer

- The new high-speed Multi-Track Sachet Packing Machine operates at 180 tracks per minute, offering a complete packaging solution from sachet filling to carton packing and sealing. Designed for liquid products like shampoo and oil, this innovation enhances productivity, enables auto collation, and reduces manual labor, making it a game-changer for the packaging industry.





# Appendix



A black and white photograph of a business meeting. In the foreground, a person's hands are clasped together, holding a pen. In the background, another person is seated at a table, also with hands clasped. The table is covered with documents, including one titled 'COST ANALYSIS - PARETO'. A circular light green overlay covers the right side of the image, containing a list of topics.

# Management & Shareholders Information

- **Management Team**
- **Shareholding Pattern**
- **Group Structure**
- **UFlex Values**



# Management Team

Professional Management with an average experience of > 25 years in Business, Corporate, Project & Operational excellence

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## Ashok Chaturvedi, Chairman & Managing Director

- First Generation Entrepreneur and the Founder Promoter of UFlex Group
- Revered as the 'Father of the Flexible Packaging Industry in India' for developing innovative packaging for 40+ years
- Conferred with several awards for his contribution to industry

34



## Rajesh Bhatia – Group President (Finance & Accounts) & CFO

- Holds 30+ years rich experience of in the fields of Finance, Accounts, Taxation, Business Development and last assignment was as CFO & CEO – Global Business of Jindal Steel & Power Ltd. (JSPL)
- Commerce Graduate and an Associate Member of the Institute of Chartered Accountants of India (ICAI)

15



## Anantshree Chaturvedi Vice Chairman & CEO, Flex Films International

- Learned the trade of flexible packaging both domestically and internationally with hands-on experience in India, Mexico, Poland, Egypt, UAE & USA; and subsequently spearheaded the expansion of UFlex in USA
- Vested with the additional responsibility of Global Product Stability, R&D, HR Protocols

11



## Apoorvshree Chaturvedi, Director, Global Operations, UFlex Group

- Director of European Union Operations and Head of Corporate Sustainability Actions on ESG and Growth-Related Ventures at UFlex Group
- Alumnus of New York University. He joined UFlex in 2012 as a Managerial Trainee and spearheaded Marketing & Sales for European & Middle East regions at UFlex

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## Jeevaraj Gopal Pillai, Whole Time Director, Director - Sustainability, President - Flexible Packaging and New Product Development

- Has over 35 years of experience in Packaging technology from Pre-press and cylinder making, film making, to high-end conversion of flexible packaging material.
- Has command on Energy Curing Technology, Hologram embossing, new generation Flexi tubes etc.

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## Ashwani K. Sharma, President & CEO, Aseptic Liquid Packaging Business

- Driving large organizations globally with rich experience of 28 years. His last assignment was with Asia Pulp & Paper - based out of Jakarta, where he served as the Managing Director of a 25 Billion USD Company
- Global exposure- previously based in Europe as CEO & Chairman of the Board of Horizon Pulp & Paper

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## P.L. Sirsamkar, President & Technical & New Product Development, Packaging Films Business

- Experience of 37+ years in Packaging Films business and has been with the Group for over 30 years. Previously, worked in reputed organizations like Garware & Polyplex.
- Instrumentation & Electronics Engineer

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## Jagmohan Mongia, President - Packaging Films Business India

- Strong expertise of Sales & Marketing domain and has record of business development and building strong sustainable organizations
- Comes with a rich experience of four decades in industries like Textile, Steel and Paints and has worked with renowned companies like Berger Paints and Garware earlier. He has been associated with UFlex for 28+ years

Total years of experience in the industry



# Management Team

Professional Management with an Average Experience of > 25 Years in Business, Corporate, Project & Operational Excellence

30



## **Chandan Chattaraj, President, Human Resources (India and Global)**

- Three Decades of Experience with Esteemed Organizations like Aircel, The Oberoi Group, Xerox India and Jubilant Organosys in leadership roles.
- Has been Conferred with Multiple Honours like 'HR Professional of the Year', 'HR Leadership Award' and 'Best Transformational Coach by World HRD Congress.

40



## **Dinesh Jain, President, Legal & Corporate Affairs**

- Has a Rich Experience of Four Decades and has been Associated with the Group for over 29 Years.
- Chairman of National Institute of Personnel Management- Delhi NCR Chapter and Past President of Noida Management Association.
- MBA, LLB & LLM (Gold Medalist) from Agra University.

30



## **Parwez Izhar, Senior Vice President, Printing Cylinders Business**

- Close to Three Decades of Experience in Areas like Strategic Planning, Costing, Project Management.
- Holds Master's Degree in Finance from XLRI, Jamshedpur and is Lean 6-Sigma Black Belt Champion. He has Also Studied Implications of Artificial Intelligence on Business Strategy from MIT Sloan, USA.

28



## **Vinod Hariharan, Executive Vice President, Holography Business**

- Brings over 28 years of experience in Strategic Planning, Business Development, Channel Management, Digital Marketing, Sales, and General Management.
- Extensive experience with International Organizations, including Fortune 500 Firms, and Held Key Roles at Tesa, Tapes GmbH, 3M India Ltd, and Gulf Oil. Prior to UFlex, served as the Head of Sales & Marketing for APAC at Tesa.
- Holds a B.Tech in Mechanical Engineering from NIT – Kozhikode and Completed a Senior Management Program from IIM – Kolkata.

28



## **Amit Shah, Joint President and Chief Marketing Officer, Flexible Packaging Business**

- Industry Veteran with 26+ Years of Domestic & International Experience in B2B Marketing and Sales, both in Domestic as well as International Markets, Product Development and Launch and turning around of businesses.

30



## **Rajesh Bhasin, President, Chemicals Business**

- Meritorious Experience of over 30 years of Handling Challenging and Complex Marketing Assignments.
- Prior to UFlex, held Leadership Positions at Pidilite, Jubilant Organosys and Essel Propack. He is adept in setting up Joint Ventures, Acquiring New Businesses, Launching New Product Categories and Initiating brands. (7+ Years).

30



## **Sumeet Arora, Sr. Vice President, Marketing – Engineering Business**

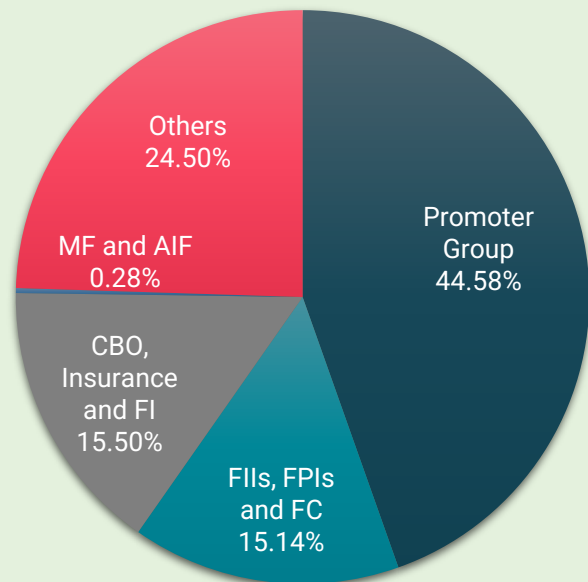
- Experienced Business Leader with 30+ years in SBU operations, P&L management, and Developing New Markets and Growing Existing Markets for Capital Equipment both Domestic and International.
- Prior to UFlex, Served as the Managing Director at Uhlmann India, and Held Leadership Positions across Renowned Organizations like Cenlub Industries, SS Packaging, ACG Worldwide, and Hassia Packaging.
- Holds a B.Tech in Mechanical Engineering from YMCA Faridabad.

Total years of experience in the industry



# Shareholding Pattern – March 2025

## Shareholding



- Promoter Group
- FII, FPIs and FC
- CBO, Insurance and FI
- MF and AIF
- Others

**BSE Ticker: 500148**  
**NSE Symbol: UFLEX**

## Historical Shareholding Pattern ( in % )

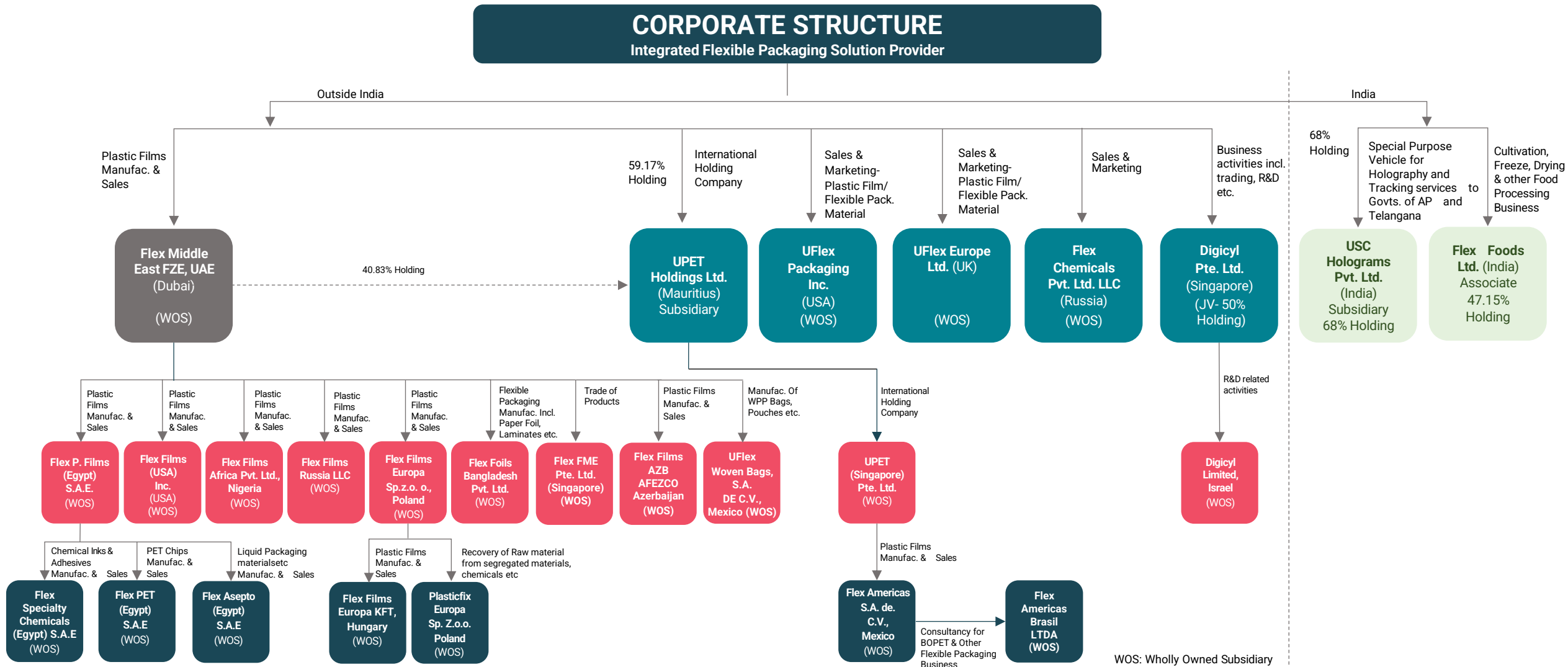
Categories	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25
Promoter Group	44.58	44.58	44.58	44.58	44.58
FIIs, FPIs and FC	15.04	15.60	15.20	15.51	15.14
CBO, Insurance and FI	15.34	15.17	15.59	15.50	15.50
MF and AIF	0.21	0.23	0.27	0.28	0.28
Others	24.83	24.42	24.36	24.13	24.50



**Market Cap as on**  
**March 31, 2025 ~Rs. 3,590 Cr**  
**Outstanding shares: 7.22 Cr**



# UFlex Group Holding Structure





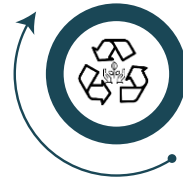
# Auditors Information

Locations	Auditors
India	Lodha & Co LLP & Vijay Sehgal & Co.
Dubai	Shah & Al-shamali Associates
Egypt	BDO, Khaled & Co
Poland	BDO
USA	Crowe LLP
Mexico	Gutierrez Saldivar & Asociados
Hungary	BDO
Nigeria	PKF
CIS	Unicon JSC
Process Auditor for UFlex Limited Group	Ernst & Young (EY)



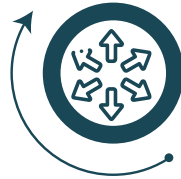
## Socio-environmental Sustainability

Upholding that Society and Environment are Cornerstones for Sustainability, We support and Promote Inclusive Social Development and strive towards Conservation of Environment and Protection of Our Planet.



## Spread in All Directions

Speed and Efficiency in Every Activity and Process responding to Internal and External Customers with a Sense of Urgency and Dynamism is an Integral Part of Our Value System. Anticipating Market needs and continuously Striving to Practice the "Quick Decision – Quick Investment – Quick Execution – Quick Adaptation and Quick Customer Service" Formula.



## Global Perspective

Thinking Globally and Citing Locally We Leverage the Power of Global Insight, Relationships, Collaborations and Learnings to deliver Exceptional Packaging Solutions for the Clients.



## Trust & Respect

Proactively Build Inclusive and Egalitarian Partnerships with all Stakeholders, through the Virtues of Honesty of Purpose, Mutual Trust and Respect.



## Customer Value Creation

Enabling Customers to become High-performance Businesses through Our Total Packaging Solutions and Creating Long-term Relationships by being Responsive, Relevant and Consistently Delivering Value.



## Innovation

Strive to be the Front Runner in Technology and Business, Actively Contributing to the Evolution of Best Practices in Developing New and Efficient Packaging Solutions to address Customers' Dynamic needs.





# Foreign Exchange Exposure

	FY 2024-25		FY 2023-24		FY 2022-23		FY 2021-22	
	Closing	Average	Closing	Average	Closing	Average	Closing	Average
USD	85.58	84.54	83.37	82.75	82.22	80.33	75.81	74.33
GBP	110.74	107.98	105.29	103.96	101.87	97.07	99.55	101.56
EURO	92.32	90.63	90.22	89.82	89.61	83.78	84.66	86.11
MXN to USD	20.40	19.26	16.68	17.31	18.09	19.62	19.86	20.37
Poland \$ to USD	3.88	3.98	3.99	4.11	4.3	4.52	4.17	3.95
NGN to USD	1,541.67	1,542.06	1303.33	871.97	459.52	432.95	415.25	407.44
EURO to USD	1.08	1.07	1.08	1.09	1.09	1.04	1.12	1.16
RUBEL to USD	83.68	93.15	92.37	89.19	77.09	65.24	84.09	75.11
Egypt \$ to USD	50.56	48.96	47.4	31.59	30.89	22.67	18.29	15.8

i) USD, GBP, and EUR sourced from RBI; other currencies sourced from respective central banks. Egyptian currency sourced from XE.com; ii) P&L statement for foreign locations converted using the average exchange rate up to the period, while the balance sheet is converted using the closing price as of the quarter and year; iii) Average exchange rate up to the period refers to the average of monthly rates, calculated by taking the average of the opening and closing rates for each month, then averaging these monthly averages for the quarter or year.





# UFlex Limited

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**Fax No.:** +91 120 2556040

**Corporate ID :** L74899DL1988PLC032166

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

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