

UFLEX LIMITED

Innovative Flexible Packaging Solution Provider

Manufacturing Globally to serve Locally

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Agenda

- 1. Company Overview**
- 2. Vision, Mission & Values**
- 3. Corporate Goals & Strategies**
- 4. Industry Structure & Developments**
- 5. Proven Business Strategy & Key Growth Drivers**
- 6. Major Product Innovations**
- 7. Governance and Key Management Team**
- 8. Key Financials**
- 9. CSR Initiatives**
- 10. Recent Awards/ Accolades**

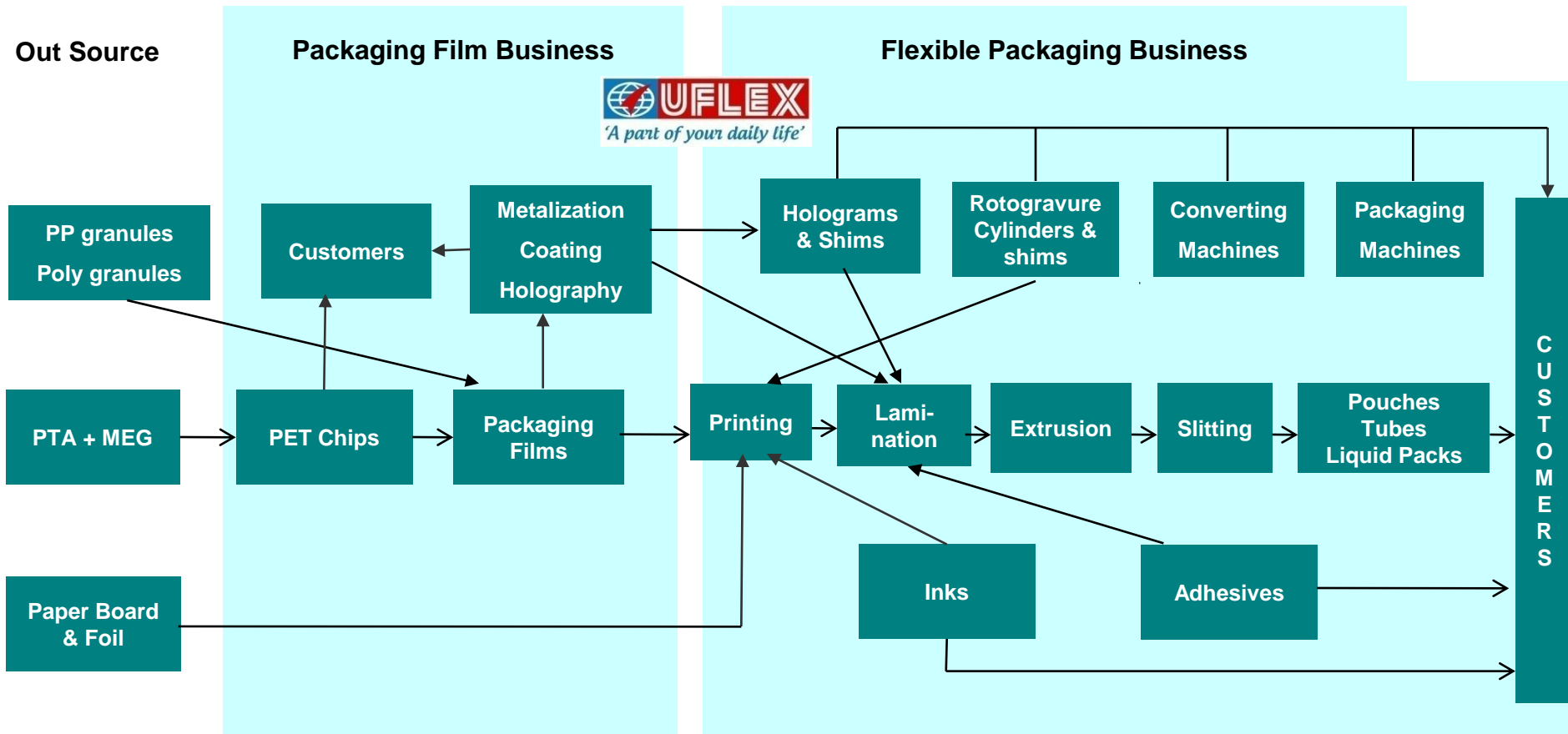
About Uflex

- Engaged in providing **end-to-end flexible packaging solutions** to customers viz. packaging design & colour scheme, packaging structure, packaging products (value added anti-counterfeiting solutions to prevent look alikes from eroding the brand equity of our clients world over)& filling machines;
- Most integrated to have presence in all verticals of flexible packaging value chain
- Largest flexible packaging company in India and emerging player in the global market
- Promoted and founded in 1985 by Mr. Ashok Chaturvedi, a first generation entrepreneur
- A great story of entrepreneurship, perseverance, operational excellence, belief and a proven track record of success
- World class manufacturing facilities of **packaging films** in India, Dubai, Mexico, Egypt, Poland and USA (Current Capacity– 337,000 TPA) and of **packaging products** at multiple locations in India (Current Capacity- 90,000 TPA) accredited by ISO/BRC/HACCP
- Focus on innovation, new product development and faster reach to the customers;
- Large array of packaging products in terms of size and types of goods they can pack, touching people's lives everyday, everywhere.
- Strong Global sales and distribution network with customers in about 140 countries
- Clientele include Perfetti, Nestle, P&G, Britannia, Fritolay, Tata, Cadbury etc.
- Highly experienced leadership and management team with long association, almost since inception with proven track record
- Employs about 8500 trained and skilled persons globally
- Board comprises 8 directors, of which 5 are independent, only 1 from promoter group
- FY 2016 achieved consolidated Net Revenue of Rs. 61448 MLN (USD 934 MLN); EBITDA of Rs. 8412 MLN (USD 128 MLN); EAT of Rs. 3128 MLN (USD 48 MLN)

Characteristics of Flexible Packaging

- Preserve / Protect / Promote products – Barrier Properties/ Better Aesthetics
- Lower energy use at all levels of Production/ Transportation/ Disposal
- Lighter weight with reduction at source
- Less storage space
- Ease of transportation & convenience of handling
- Recyclable / Re- processable – Eco friendly
- Anti-counterfeiting features through the use of Hologram and its advanced technologies like Unigram, Fresnel Lens, Latentogram, Stamping Foils for brand protection from look-alikes.
- Cost effective compared to Rigid Packaging

Business Presence Throughout the Packaging Value Chain



Flexible Packaging Solutions We Offer For :

A. Solid Products (5 grams to 40 kg.)

B. Semi Liquid Products (10 ml to 200 ml)

C. Liquid Products (90 ml to 1000 ml) *(Under construction)*

Packaging Film Business

Polyester Chips

Film Grade Chips : Raw Material for manufacturing Polyester Films

Yarn Grade Chips : Raw Material for manufacturing Polyester Yarn

Bottle Grade Chips : Raw Material for production of PET Bottles

Capacity (TPA) : *India* – 72,000

BOPET Films

Properties : Barrier Properties, High Tensile & Dielectric Strength, Thermal & Chemical Stability & Toughness

Application : Food Packaging, Electric Insulation, Graphic Arts and Imaging

Capacity (TPA) : *India* – 54,000; *Dubai* – 52,000; *Mexico*- 60,000; *Egypt* – 30,000; *Poland* - 30,000 & *USA* – 30,000 (2,56,000 TPA)

Brand : FLEXPET

BOPP Films

Properties : Strong Moisture Barrier, Highly Cost Effective, Functionally Efficient

Application : Food Products Packaging (confectionery, biscuits, bakery, pasta etc.), Cigarette Cartons Wrapping, Bags for Readymade Garments, Adhesive Tapes & Print Lamination

Capacity (TPA) : *India* – 30,000; *Egypt* – 35,000 (65,000 TPA)

Brand : FLEXOPP



CPP Films

Properties : Highly Dynamic & Versatile Films with High Gloss, Greater Transparency, Better Heat Sealability, Good Twisting Property & Better Tear Strength

Application : Retort Packing, Food Wraps, Anti Wraps, Anti Fog, Garments Bag, Deep Freeze Applications etc.

Capacity (TPA) : India – 4,000; Egypt – 12,000 (16,000 TPA)

Brand : FLEXCPP



Metallization

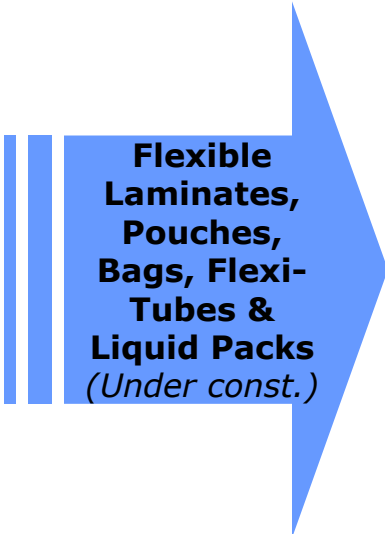
Properties : Easy to process because of flexible properties, Gets back to original shape even after folding, Can be used in outer, middle or inner layer because of sealing properties, Easy to slit in narrow widths, High shelf life

Application : Snack food packaging, Biscuits & other Bakery products, Packaging of PET food etc.

Capacity (TPA) : India – 33,600; Dubai – 4,800; Mexico- 15,600; Egypt – 18,000; Poland - 10,800 & USA – 10,800 (93,600 TPA)

Brand : FLEXMET

Flexible Packaging Business



Flexible Laminates, Pouches, Bags, Flexi-Tubes & Liquid Packs
(Under const.)

Products :

Flexible Laminates : Made out of combinations of BOPP, BOPET, VMPET, VMOPP, BON, CPP, Aluminum Foil, Paper, LDPE/LLDPE/m-LLDPE, HDPE, Acid Co-Polymer, Ionomer, Saran Coating, Security Holograms

Pre - Formed Pouches : Stand-up/Centre-sealed, Three Side Sealed, Guesstetted Pouches and Bags; Reclosable Zipper and Slider Pouches (for powders and granules); Reclosable Cap and Pouring Spout Pouches (for liquids); Carry bags, Gift and Promotional Bags, Big Pouches & Bags, Flexi Tubes, Liquid Packs (under construction) etc.

Capacity (TPA) : India – 100,000



Holograms

Products : Holographic, Metalized Films; Holographic, Metalized transfer to paper with or without printing; Gift Wraps; All Purpose Slider Bags; BOPET Films Laminated to Paper; BOPP with or without Surface Printing, Stamping Foil, Spot Holograms, Fresnel lens etc.

Capacity (TPA) : India –8,600



**Packaging &
Converting
Machines**

- **Uflex specializes in manufacturing of a wide variety of packaging machines, which cater to customer's specific requirements**
- **Uflex machines are globally accepted in more than 35 countries**
- **Valued customers for machines include MNCs like Unilever, Coca Cola, Wrigley, Tata Tea, ITC etc.**

Form Fill & Seal Machines : Packaging of tea, sugar, spices etc.

High Speed Pouch Making Machines : Tailor made for Stand-up, Easy Pour, Centre Seal, Zip Slider Pouches

Converting Machines : Rotogravure Printing, Lamination, Slitting, Inspection, Holographic Machines

Wrapping Machines : For Round & Rectangular Objects like Biscuits, Soaps, Cassettes, IV Bottles

Special Purpose Machines : Vacuum Brick Pack Machines, Pick Fill & Seal Machines

Capacity (Nos) : India – 1,570

Reach : Accepted in > 35 countries

Customers : Unilever, Coca Cola, Wrigley, Tata Tea, ITC etc..



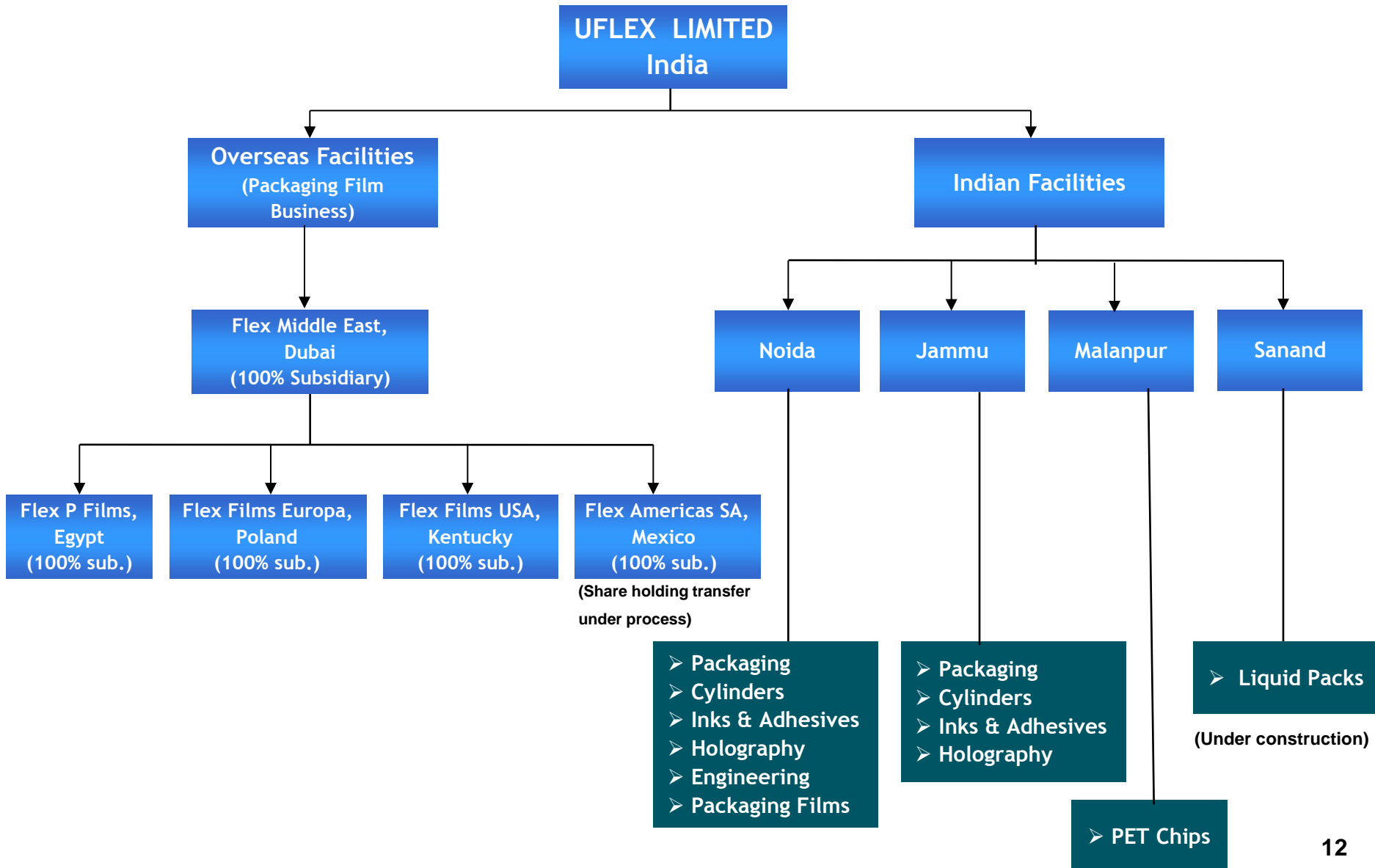
**Allied
Materials**

Products : Inks & Adhesives/ Rotogravure cylinders/ Poly film

Applications : Inks – used for printing on a substrate (film) and then dried
Adhesives – applied on multiple application roll that applies the adhesives to Substrate (film)

Capacity (TPA) : Inks & Adhesive – 41,000; Poly Film – 6,000;
Rotogravure Cylinders – 69,000 Nos.

Group Companies Structure



Overseas Manufacturing Facilities, Capacity & Commissioning

DUBAI

BOPET Film Line I:

- 6.7 meter wide High Performance BOPET Film line of 22,000 MT p.a. capacity commissioned in Mar 2005 under Phase 1.
- The line produces films for various applications in the thickness range of 9-50 microns



BOPET Film Line II:

- 8.7 meter wide High Performance BOPET Film line of 30,000 MT p.a. capacity commissioned in Sep 2007 under Phase 2.
- The line produces films for various applications in the thickness range of 9-50 microns



Metallizer:

- 2.5 meter wide state of art metallizer commissioned under Phase-1
- Produces over 4,800 MT p.a. of high barrier metallized films



FME's state-of-art facility has an installed capacity to produce over 51,600 MT of BOPET film per annum

Contd.

MEXICO

BOPET Film Line I:

- 8.7 meter wide High Performance BOPET Film line of 30,000 MT p.a. capacity commissioned in April 2009 under Phase 1.
- The line produces films for various applications in the thickness range of 9-50 microns



BOPET Film Line II:

- 8.7 meter wide High Performance BOPET film line of 30,000 MT p.a. capacity commissioned in July 2011 under Phase 2.
- The line produces films for various applications in the thickness range of 9-50 microns



Metallizer:

- State-of-art metallizers commissioned under Phase 1
- Produces over 15,600 MT p.a. of high barrier metallized films



FME's state-of-art facility has an installed capacity to produce over 60,000 MT of BOPET film p.a.

Contd.

EGYPT

BOPP Film Line & CPP Film Line:

- 8.7 meter wide High Performance BOPP Film line of 35,000 MT p.a. capacity commissioned in September, 2010 under Phase 1.
- 3.7 meter wide High Performance CPP Film line of 12,000 MT p.a. capacity commissioned in July ,2011



BOPET Film Line:

- 8.7 meter wide High Performance BOPET Film line of 30,000 MT p.a. capacity commissioned in December, 2011 under Phase 2. It is the only Polyester film in Africa.
- The line produces films for various applications in the thickness range of 9-50 microns



Metallizer:

- 2.85 meter wide state-of-art metallizers commissioned
- Produces over 18,000 MT p.a. of high barrier metallized films

Alox Coating:

- Produces 2,400 MT p.a. of high barrier transparent films



Flex P Films state-of-art facility has an installed capacity to produce over 77,000 MT of BOPET/ PP films p.a.

Contd.

POLAND

BOPET Film Line :

- 8.7 meter wide High Performance BOPET Film line of 30,000 MT p.a. capacity commissioned in July 2012.
- The line produces films for various applications in the thickness range of 9-50 microns



Metallizer:

- State-of-art metallizer commissioned
- Produces over 10,800 MT p.a. of high barrier metallized films



Flex Films Europa's state-of-art facility has an installed capacity to produce over 30,000 MT of BOPET film p.a.

Contd.

KENTUCKY

BOPET Film Line:

- 8.7 meter wide High Performance BOPET Film line of 30,000 MT p.a. capacity commissioned in Jan 2013.
- The line produces films for various applications in the thickness range of 9-50 microns
- One of the world's largest film line and bigger than any other film line presently in the USA



Metallizer:

- State-of-art metallizer commissioned
- Produces over 10,800 MT p.a. of high barrier metallized films

Flex Films (USA) state-of-art facility has an installed capacity to produce over 30,000 MT of BOPET film p.a.

Plant Capacities

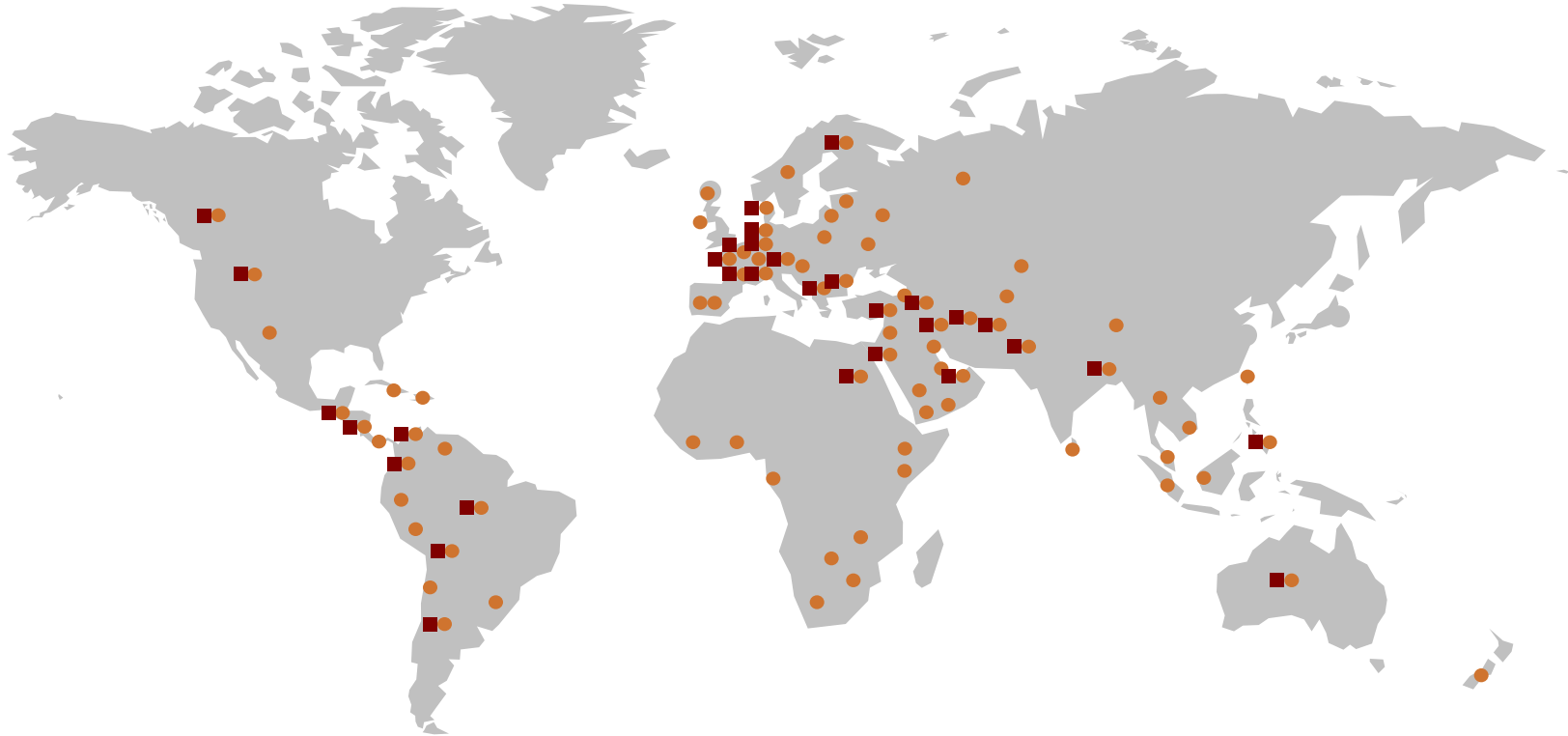
Products	India	Dubai	Mexico	Egypt	Poland	USA	Total
(A) Main Products							
➤ Laminates/ Pouches/ Tubes/ Big Bags(TPA) (Flexible Packaging Products)	100,000						100,000
➤ Liquid Packs (Million packs)	7,000*						7,000*
➤ PET Film (TPA) } ➤ PP Film (TPA) } (Packaging Films) ➤ CPP Film (TPA) }	54,000 30,000 4,000	52,000	60,000	30,000 35,000 12,000	30,000	30,000	256,000 65,000 16,000
	<u>88,000</u>	<u>52,000</u>	<u>60,000</u>	<u>77,000</u>	<u>30,000</u>	<u>30,000</u>	<u>337,000</u>
(B) Intermediary Products							
➤ Polyester Chips (TPA)	72,000						72,000
➤ Poly Film (TPA)	6,000						6,000
➤ Metallization (TPA)	33,600	4,800	15,600	18,000	10,800	10,800	93,600
➤ Holography (TPA)	8,600						8,600
➤ Inks & Adhesives (TPA)	41,000						41,000
➤ Rotogravure Cylinders (Nos)	69,000						69,000
➤ Packaging & Converting Equipments (Nos)	1,570						1,570

*Under implementation

Uflex's facilities at Strategic Locations



Strong Presence At All Major Business Centers



- Agents / Distributors
- Direct Presence

Key Customers

Key Customers



Uflex's emphasis on product innovations, quality enhancement together with competitive price and quick deliveries makes it preferred vendor worldwide

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5. **Proven Business Strategy & Key Growth Drivers**
6. **Major Product Innovations**
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8. **Key Financials**
9. **CSR Initiatives**
10. **Recent Awards/ Accolades**

Vision, Mission & Values

- **VISION**

“Be a leading company and preferred supplier for providing flexible packaging solutions to customers across the world maximizing value for all stakeholders”

- **MISSION**

To meet customers’ dynamic packaging needs by providing innovative, productive, cost-effective, optimized and eco-friendly packaging solutions, continually adding value to their business.

Contd.

- **VALUES**
 - ❖ Trust & Respect
 - ❖ Customer Value Creation
 - ❖ Innovation
 - ❖ Global Perspective
 - ❖ Speed In All Directions
 - ❖ Socio-Environmental Sustainability

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Corporate Goals & Strategies

A. GOALS:

- To grow global market share
- To become preferred vendor for customers
- To grow revenues and profits
- To increase assets' efficiencies to enhance return on capital
- To run business with environmental and social responsibility

B. STRATEGIES:

- Growth through innovation to create differentiation
- Speed to market reach
- Proximity to customers to ensure quick deliveries & better service to customers
- Offer wide range of packaging products both in terms of size and types of goods they can pack
- Excel in operational efficiencies to enhance competitive position

Agenda

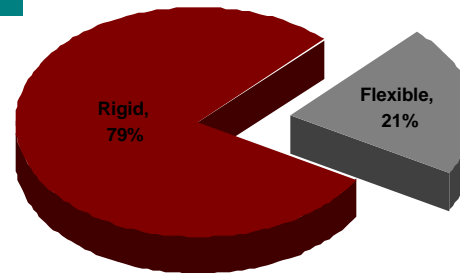
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Flexible Packaging Industry

Indian Flexible Packaging Industry is growing at 15-17% annually. The increasing demand for flexible packaging products gives strategic advantage to organized players in the domain. The industry provides an ideal opportunity for investment.

Rigid Packaging

- Old and traditional form of packaging
- Constitutes glass bottles, metal cans, aerosol cans, battery cell cans, aluminum collapsible tubes, corrugated boxes etc.



Flexible Packaging

- Contains multi-layered laminated sheets of single or a combination of substrates such as plastic, paper and aluminium foils in rolls or preformed sachet.
- Provide strength, moisture resistance, aroma retention, gloss, grease resistance, heat retention, printability, low odour and better brand positioning



Industry Structure set to change

- With the expanding middle class and rising income levels, consumption patterns are changing substantially
- The increased interaction of India with the developed world is considerably influencing the aesthetic and quality norms of the Indian consumer, leading to better consumption standards
- Greater consumption of branded products is giving unique identity to packaging both in terms of product quality and presentation
- Increase in the demand for quality and convenience-based products is expected to encourage the flexible packaging business
- Setting up of organized retail supply chain in India would create demand for packed goods.

Global flexible packaging industry is growing at 5 - 5.5% annually and expected to grow at least at the same rate in future. Shift to Asian suppliers is due to competitive advantage of Asian countries V/s Western countries on account of better quality, large product portfolio, prompt service and quicker deliveries.

Major Players Worldwide

Flexible Packaging Products

- Amcor
- Sonoco
- Winpack
- Huhtamaki
- Mondi
- Neopac
- AEP
- Bemis
- Print pack
- Constantia
- Coveris
- Tuboplast
- Montebello Packaging
- Berry Plastics

Market Size: USD 200 bn

BOPET Films

- Toray
- Uflex
- Mitisubishi
- Jiangsu
- Taghleef Ind.
- JBF Group
- Dupont Teijin
- Tianjin Wanhua
- Polyplex
- SKC Inc.
- Fuwei Films

Market Size: USD 16 bn

BOPP Films

- Jindal
- Tian An HK
- Jiangsu
- Cosmo
- Borealis AG
- Arkema S.A
- Taghleef Ind.
- Treofan
- Vifan
- Uflex
- Dow Chemicals
- SABIC

Market Size: USD 24 bn

Global Market Size (Film + Packaging) : USD 240 bn

Major Players in India

- Uflex
- Amcor
- Multiflex
- NB Polyfilms
- Huhtamaki
- Essel Propack
- Paharpur
- RM Convertors

Market Size: USD 5 bn

- Uflex
- Garware
- SRF
- Chiripal
- Jindal
- Polyplex
- Ester
- Sumilon

Market Size: USD 1.5 bn

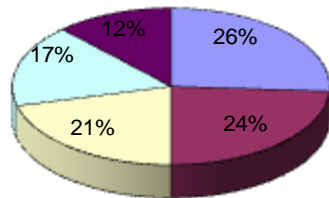
- Uflex
- Cosmo
- Polyplex
- Chiripal
- Jindal
- Max
- SRF
- Nahar Polyfilms

Market Size: USD 1.5 bn

Indian Market Size (Film + Packaging) : USD 8 bn

End Use Segments

Flexible Packaging Laminates (Indian Scenario)

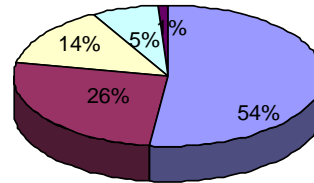


- Processed Foods
- Mouth Freshener
- Personal Products
- Beverages
- Others



A large portion of the domestic demand for flexible packaging products is from the Food and FMCG sector

BOPET Films (Worldwide Scenario)

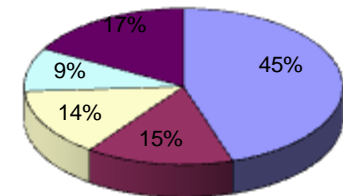


- Packaging
- Industrial
- Electrical
- Imaging
- Magnetic Media



Large portion of the output of the films business worldwide is consumed as raw material by the packaging industry itself

BOPP Films (Worldwide Scenario)



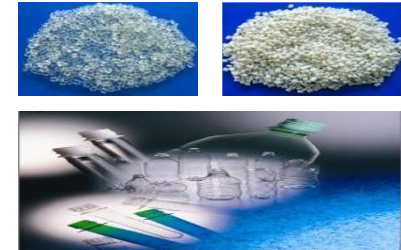
- Packaging
- Adhesive Tapes
- Print Lamination
- Cigarette Over Wrap
- Others



Raw Materials for Packaging Films & Other Packaging Solutions

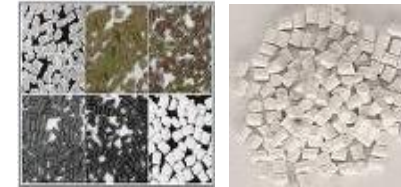
PTA + MEG

- Used as raw material for manufacturing of polyester films, polyester yarn and PET bottles after intermediary poly condensation process



Poly Propylene Granules

- Used as raw material in the production of polypropylene films
- Three general types of PP: homo-polymer, copolymer and block polymer



Poly Ethylene Granules

- Used as raw material in the production of poly films
- Can be of three types, depending on the end use requirement
 - LDP: Lower Density Poly Granules
 - LLDP: Linear Lower Density Poly Granules
 - HDP: High Density Poly Granules



Inks and Adhesives

- Rotogravure inks and adhesives are used in the printing & lamination process respectively



Others Foil/ Paper/ Solvents etc.

- These materials are used as per the specifications of the packaging products.



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Proven Business Strategy & Key Growth Drivers



Distinct Features

Integration

- Provides complete flexible packaging solution i.e.
 - Packaging Design & colour scheme
 - Packaging Structure
 - Packaging Products
 - Packaging Equipments
- Flexibility in innovation & product development

World Class Manufacturing Facilities

- Large capacities built up at strategic locations around the world
- Reliability of quality
- Assured timely delivery

Technical Competence & expertise (Soft skills)

- Efficient commissioning of the project in shortest time with lowest capital cost
- Efficient operation of the plants with higher productivity

Continued Focus on Innovation and New Product Development

- Innovative packaging concepts with & without IPRS/ providing higher growth opportunities
- Large array of products (2-3 new products to be launched every year)
- Provides competitive edge
- Entails relatively higher margin than standard products.

Distinct Features

Strong Sales & Distribution Network

- Large S & D network on global basis
- Entails diversified & valuable customers with global business potential

Global Expansion Strategy

- Improves global reach
- Better service to customers
- Advantages of competitive

Strong Leadership & Management Team

- Experienced & long association

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Major Product Innovations

Packaging Film:

- Green PET & rPET Film
- Direct Emboss able PET Film
- Antistatic Twistable PET Film
- Special Heat-sealable PET Film
- Liquid Packaging PET Film
- Extrusion coatable BOPP Film
- Retortable CPP Film
- Universal Grade Polyester Film
- World's First 8 micron BOPP Film
- Alox coated (High Barrier Transparent) Film
- Antimony Free Polyester Film
- PET Shrink film for full body labels

Packaging Products:

- EB Curing Standup Bags
- Spot hologram product
- Single Dose Biodegradable Sachet
- High Barrier Laminate for shampoo sachet
- Water Plus Pouch for drinking water
- Slider Zipper with Diaphragm
- 3D Bags
- Eco-friendly Hologram flexi tube
- Flex Safe Pack for Moisture Proof Bag
- Big Bags for Pet Foods
- Pouches with fresnel lenses & stamping foils etc to protect brands from counterfeiting and look alikes.
- Fresnel lens embossed films

Major Product Innovations (Contd.)

Packaging Film:

- Hot Stamping Foil Transparent (ZNS) & Cold Foil for anti- counterfeiting segment
- AIOx coated 12.5 micron BOPET Film (F-PGX)
- 12 micron metallized BOPET Film (F-SBP12M)
- 12 micron high barrier transparent BOPET Film
- F-ETF; Easy Tear-able Film
- F-SLC- Film with different compositions of Post Consumer Recycle Chips
- Unique 23-25 micron Thermal Holographic Film BOPP/PET variants for documents authentication

Packaging Products:

- Cast n Cure Lens
- Innolock Pouch for Food & Snacks
- Nano perforation for Rice Packaging
- High Barrier Laminate for Packaging Snacks
- Pocket STC Pouches
- Spout Pouches in 3D Format
- Slider Zipper WPP Bags
- Pour N Lock Pouches
- Environment friendly Water based Inks for Gravure application
- Active Modified Atmospheric Packaging (AMAP) Flex Fresh for enhancing the shelf life of fresh fruits and vegetables and water less flower packaging

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A. Corporate Governance

- ❖ 3 tier Governance framework with proper delegation of decision making at all level.
 - Board & committees
 - Management committees
 - Heads of business group & corporate functions

- ❖ Board composition comprises of
 - 4 Independent Directors out of 7 members. One nominee of financial institution
 - Only 1 Director from the Promoter Group

- ❖ Board constituted committees to exercise strategic supervision & control with focused attention in areas of systems, procedures, policies and operations of the company.

B. Management Team

The company has a very strong and experienced management team with proven track record and long association, almost since the inception.

❖ **Ashok Chaturvedi – Chairman and Managing Director**

Mr. Ashok Chaturvedi is First Generation Entrepreneur and the Founder Promoter of Uflex Group.

He paved the way and assumed leadership position in the flexible packaging industry with his vision, dynamism, and passion for developing innovative packaging solutions over the last 30 years.

Mr. Chaturvedi transformed a small business to a Global Enterprise with revenue of around USD 1 Billion. He is revered as the **'Father of the Flexible Packaging Industry in India'** and has been conferred with several accolades to his credit.

❖ **R. K. Jain – Group President (Corp. F & A)**

Mr. R.K Jain is a Chartered Accountant and has been associated with the Group since 1986. Prior to Uflex he worked with reputed corporate houses like HCL Group & Samtel Group. He is presently Group President (Corp. F & A) and Director of several companies of Uflex Group.

Mr. Jain brings with him wealth of experience of more than three decades in corporate planning & strategy formulation and corporate finance including management of corporate communications; investor relations; corporate social responsibility; IT system and corporate governance.

At Uflex his main responsibilities include formulation of financial plans & strategies; assisting in finalization of corporate plans & strategies and overall supervision of financial management, taxation and corporate governance matters including management of Investor Relations, Corporate Social Responsibility, IT System etc.

❖ **Pradeep Tyle – Group President – Films Business & International Affairs**

Mr. Pradeep Tyle is a Chemical Engineer by profession. He also holds Post Graduate Diploma in Business Management and has been associated with the Group since its inception. He has vast experience in the field of flexible packaging and polymers business.

He is currently Group President , Films Business & International Affairs and Director of several companies of Uflex Group. At Uflex he is responsible for the overall management of Global Films Business and also International Affairs.

❖ **Amitava Ray – Executive Director**

Mr. Amitava Ray is an Honours Graduate in Economics & Mathematics from Presidency College Kolkata and PGDM from Kolkata University. He has been associated with Uflex Group for over 14 years now. He has served at Uflex Limited as President & Chief Executive Officer of Flexible Packaging Business since June 2001 until January 2016. In this role he led the Company's Flexible Packaging Business, driving its growth strategy in Domestic and Exports markets with particular emphasis on globalization, innovation and industry leadership.

Prior to Uflex, he has held the positions of Managing Director & CEO at India Foils Limited. Mr. Ray has also served as Executive Director of Bata India Limited and President of Indian Aluminium Company. At Uflex, he had been responsible for the overall management of Packaging and Allied Businesses of the Company including development of new and innovative packaging products that added immense value to the business of customers and the Company.

❖ **Ashwani Sharma – President - New Business Initiatives**

Mr. Ashwani Sharma, an MBA and graduate in Math and Chemistry has been driving large organizations globally with rich experience of 21 years.

His last assignment was with Asia Pulp & Paper - a 25 Billion USD Company based out of Jakarta, where he served as the Managing Director. He has had enriching global exposure as he was based in Europe as CEO & Chairman of the Board of Horizon Pulp & Paper. He was Business Head, North and South region at APP, USA. He also served as CEO & Senior President at Century Pulp & Paper (BK Birla Group, India) and Ballarpur Industries, India.

At Uflex his responsibilities primarily involve steering the Big Bags & Tube verticals and the forthcoming project of Liquid Packaging among the new business initiatives.

❖ **Anup Kansal – President – Flexible Packaging Business**

Mr. Anup Kansal is an Engineering Graduate from University of Roorkee (now IIT Roorkee) and an MBA from IIM Bangalore. He has enriching experience of 27 Years with companies like Ballarpur Industries, Saint Gobain, Huber Chemicals & JK Corp where he handled challenging leadership assignments.

His last assignment was with Ballarpur Industries as Chief Executive Officer. At Uflex he is responsible for the Packaging Business.

❖ **P. L. Sirsamkar – President Technical & New Product Development (Films Business)**

Mr. P.L. Sirsamkar is Instrumentation and Electronics Engineer associated and has been with the Group for over 16 years now.

Prior to Uflex, he worked with several reputed organizations like Garware & Polyplex. He has rich experience of over 27years in packaging films business.

Mr. Sirsamkar has been actively involved in setting-up all the packaging films projects at Uflex and subsequently steering successful operations & development of value added packaging films.

❖ **Chandan Chattaraj – President – Human Resources (India & Global)**

Mr. Chandan Chattaraj is a Post graduate in Industrial Relationship & Personnel Management from XISS, Ranchi.

Prior to Uflex, he worked with several reputed organizations like Aircel & The Oberoi Group. Mr. Chattaraj has enriching 28 years experience particularly in the field of Human Resources.

At Uflex, he is responsible for Human Resources (India & Global).

❖ **Ajay Tandon – President - Engineering & New Product Development**

Mr. Ajay Tandon is a Mechanical Engineer by profession and has been associated with the Group for over 15 years. He has rich & rewarding experience of over 38 years particularly in the field of Materials Management, Production, Engineering and Chemicals.

Prior to Uflex, Mr. Tandon has worked with reputed organizations like Philips, JVC-ONIDA, Paradise Plastics Limited. At Uflex, he is responsible for Engineering and New Product Development.

❖ **Dinesh Jain – President - Legal & Corporate Affairs**

Mr. Dinesh Jain is a Post Graduate in Management and Law (Gold Medalist) from Agra University.

He has been associated with the Group for over two decades.

Mr. Jain is a member of All India Management Association, Ghaziabad. He is member of managing committees of several educational institutions and social organizations.

At Uflex, he is responsible for Legal and Corporate Affairs of the Group.

❖ **P.K. Agarwal – Jt. President - Cylinder Business**

Mr. P.K. Agarwal is Post Graduate in Chemistry and has been associated with the Group since 1986.

He has enriching experience in the field of production and operations. At Uflex he is vested with the responsibility of overall management of the cylinder business both domestic as well as international.

❖ **Rajesh Bhasin – Jt. President – Chemicals Business**

Mr. Rajesh Bhasin has rich experience of over 24 years of handling challenging and complex Marketing assignments. Prior to Uflex, Mr. Bhasin has 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.

At Uflex, he is responsible for the Chemicals Business.

❖ **Vipin Mittal – Executive Vice President - Projects**

Mr. Vipin Mittal is B.Tech from IIT Delhi and MBA from IIM Ahmedabad. He has been associated with the Group for over 20 years and has more than 35 years of glorious experience, particularly in the field of chemical business.

At Uflex, he is responsible for project management and undertaking new project initiatives for the Group.

❖ **Pankaj Bhasin– Executive Vice President - Holography Business**

Mr. Pankaj Bhasin is a Bachelor in Engineering (Mechanical) from Delhi College of Engineering and MBA from FMS, Delhi University. He has enriching experience of over three decades. He was selected by L&T at the campus back in 1983 where he had a successful stint for 11 years before moving on as Regional Sales Manager.

Later, Mr. Bhasin worked with reputed organizations like Rollatainers, Fayat India & JCB. His last assignment was with Manroland India Pvt. Ltd. as the Managing Director.

At Uflex, Mr. Pankaj Bhasin is responsible for the overall management of Holography Business.

❖ **G.P. Pathak – Vice President – Operations & New Product Development (Holography Business)**

Mr. G.P. Pathak is a Post Graduate in Science with 30 years of invaluable experience.

He has been associated with the Group for the last 11 years. He is the Founding Member of Uflex Holography Business and has been managing its operations.

Agenda

- 1. Company Overview**
- 2. Vision, Mission & Values**
- 3. Corporate Goals & Strategies**
- 4. Industry Structure & Developments**
- 5. Proven Business Strategy & Key Growth Drivers**
- 6. Major Product Innovations**
- 7. Governance and Key Management Team**
- 8. Key Financials**
- 9. CSR Initiatives**
- 10. Recent Awards/ Accolades**

Key Financials- Consolidated

	<u>2013-14</u>	<u>2014-15</u>	<u>INR in MLN</u> <u>2015-16</u>
- Total revenues			
- Domestic	26580	27787	30851
- International	<u>32387</u>	<u>34227</u>	<u>30597</u>
	<u>58967</u>	<u>62014</u>	<u>61448</u>
- EBITDA	7171	7527	8412
- Net Profit	2016	2548	3128
- Cash Accruals	4379	5257	6149
- Gross Block	49499	50106	54975
- Net worth	28229	30084	33754
- Total debt	24385	22278	21679
- Total Debt : Equity (times)	0.86	0.74	0.64

	<u>2013-14</u>	<u>2014-15</u>	<u>USD in MLN</u> <u>2015-16</u>
- Total revenues			
- Domestic	446	447	469
- International	<u>543</u>	<u>551</u>	<u>465</u>
	<u>989</u>	<u>998</u>	<u>934</u>
- EBITDA	120	121	128
- Net Profit	34	41	48
- Cash Accruals	73	85	93
- Gross Block	830	806	835
- Net worth	473	484	513
- Total debt	409	359	329
- Total Debt : Equity (times)	0.86	0.74	0.64

Exchange Rate (INR / USD)	59.65	62.13	65.82	48
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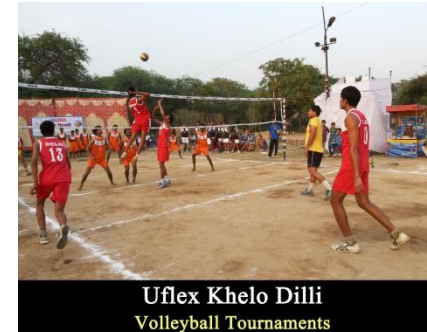
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CSR Initiatives

Social Sustainability: Uflex in partnership with a leading not-for-profit organization, Society for Transformation, Inclusion and Recognition through Sports (STAIRS) is supporting a focused intervention ‘**Sports for Growth**’ in Delhi, Haryana, Uttar Pradesh, Himachal Pradesh and Gujarat in an endeavour to realize every child’s right to play freely as enshrined in the United Nations Convention on the Rights of the Child (UNCRC) irrespective of caste, creed, religion, gender, physical abilities and socio-economic background.

Mission of the intervention: To contribute towards empowerment and well-being of underprivileged children and youth who are at the risk of social exclusion.



CSR Initiatives (Contd.)

Environmental Sustainability: Uflex has rolled out ‘**Natural resource conservation and optimization initiatives**’ in partnership with Fiinnovation- a technical research based consulting organization and AROH Foundation- a leading civil society organization, acclaimed for its work in social development and environmental restoration.

Mission of the intervention: To build the capacity of the community in two identified villages of Gautam Buddha Nagar District in an endeavour to conserve and optimize the natural resource base through rain water harvesting and focused plantation drive.



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Recent Awards/ Accolades

- Asia Responsible Entrepreneurship Award 2016 under the Social Empowerment Category for 'Sports for Growth' CSR initiative (June 2016)
- 15th Annual Greentech Safety Award by Greentech Foundation (May 2016)
- THE BIZZ 2016 Business Excellence Award by World Confederation of Businesses (WORLDCOB) (May 2016)
- THE BIZZ 2016 Leadership Award to Mr. Ashok Chaturvedi, CMD, Uflex Limited by World Confederation of Businesses (WORLDCOB) (May 2016)
- India's No.1 Brand Award 2016 in Best Packaging Solutions category by International Brand Consulting Corporation, USA (May 2016)
- Council of State Industrial Development & Investment Corporations of India (COSIDICI) National Award for Outstanding Entrepreneur 2016 to CMD, Mr. Ashok Chaturvedi (April 2016)
- CMD, Mr. Ashok Chaturvedi conferred with the Asia Pacific Entrepreneurship Award 2016 – Outstanding Category (March 2016)
- AIMCAL 2016 Award in the Non-Food Technical category to VIMAL pouch laminate with Hologram (March 2016)
- AIMCAL 2016 Award for Technical Excellence to KOHINOOR Anti-slip bags (March 2016)
- Power Brands Rising Star Award 2016 by Planman Media (March 2016)
- Flexible Packaging Achievement (FPA) Award (Gold), for Kohinoor Anti-Slip Bag Package in the Printing, Shelf Impact and Packaging Excellence categories (March 2016)
- Flexible Packaging Achievement (FPA) Award (Silver), for Birla White Wall Care WPP Bag in the Technical Innovation (March 2016)
- ABP News CSR Leadership Award for Outstanding Contribution to 'Sports for Growth' (February 2016)
- Global HR Excellence Award for Best Talent Management Practices and CSR Initiatives at the World HRD Congress (February 2016)
- Seal of Gold for Product Excellence by iBrands360 – World Consulting & Research Corporation (WCRC International) (February 2016)
- Winner of **THE BIZZ 2016** Business Excellence award by World Confederation of Business (January 2016)
- **World's Greatest Brand Asia & GCC 2015** in the 'Flexible Packaging' sector; reviewed by Price Water House Coopers (December 2015)

Recent Awards/ Accolades (Contd.)

- CMD, Mr. Ashok Chaturvedi honored with the **World's Greatest Leader Asia & GCC 2015** for spearheading Flexible Packaging revolution (December 2015)
- **Lokmat Corporate Excellence Award** for 'Using Technology for achieving Operational Excellence' (November 2015)
- Our CMD, Mr. Ashok Chaturvedi conferred with the **Lokmat Corporate Excellence Award** for 'Innovative Leadership in Quality' (November 2015)
- **Best Enterprise Award 2015** by Europe Business Assembly (October 2015)
- **Export Award** in the category of Metalized Polyester Film: Second Position by the The Plastics Export Promotion Council for the Financial Year 2013-14 (*September 2015*)
- **Make in India Award** for Excellence in Flexible Packaging (*August 2015*)
- **'Best Employer Brand' Award** for year 2015 at Singapore. These awards are hosted by Employer Branding Institute, World HRD Congress & Stars of the Industry Group and endorsed by Asian Confederation of Businesses. (*August 2015*).
- Our CMD was conferred with the **'Exemplary Leader Award'** at the 6th Asia Best Employer Brand Awards Ceremony at Singapore (*August 2015*)
- DuPont Silver Award for 2015 for FLEX SAFE PACK for Packaging Innovation for Moisture Proof bag Designed to Protect Product in Cement Industry. (*2015*)
- Dun & Bradstreet Corporate Awards 2014- Ranked 1st in India's Top 500 Companies for Packaging & Allied Activities (*2015*)
- AIMCAL Award for 2015 in Non Food Technical Category for HIRA POUCH WITH MULTILENS (*2015*)
- AIMCAL Award for 2015 for SPARKLE INNOLOCK POUCH Food Technical Category (*2015*)
- AIMCAL Award for 2015 for PARAS GHEE POUCH Food marketing Category (*2015*)
- Plasticon Gold Award 2015 for Innovation in Conservation of Energy, Material and Ecology (green initiative) – Awarded by Plast India Foundation (*March 2015*)
- Uflex has been awarded Asia's Most Promising Brand 2013-14, by World Consulting & Research Corporation (*2015*)

THANK YOU

To know more, please visit us at www.uflexltd.com