



UFLEX LIMITED

India's largest multinational flexible packaging materials and solution company

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. Sustainability Practices**
- 10. Recent Awards/ Accolades**

- Engaged in providing end-to-end flexible packaging solutions to customers viz. packaging design & color 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 – 301,400 TPA) and of packaging products at multiple locations in India (Current Capacity - 135,000 TPA) accredited by ISO/BRC/HACCP/Intertek/FDA/DNV-GL/NABL/TÜV Rhineland.
- 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 P&G, PepsiCo, Mondelez, L'Oreal, Britannia, Haldiram's, Amul, Perfetti Van Melle, GSK, Nestle, Coca-Cola, Mars Wrigley, ITC among several others.
- Highly experienced leadership and management team with long association, almost since inception with proven track record & employs about 8000 trained and skilled persons globally.
- Board comprises 8 Directors, of which 5 are independent. One Whole Time Director. Only 1 Director from Promoter Group. One Nominee from Financial Institution.
- **India Ratings and Research (Ind-Ra)** has upgraded Uflex Limited's (Uflex) Long-Term Issuer Rating to '**IND A**' from 'IND A-' and **CRISIL** assigns credit rating of '**A**' to long-term debt of the company.
- FY2020 achieved **Consolidated Total Revenue** of INR 74316 MLN (USD 986 MLN); **EBITDA** of INR 11089 MLN (USD 147 MLN); **Net Profit** of INR 3698 MLN (USD 49 MLN).

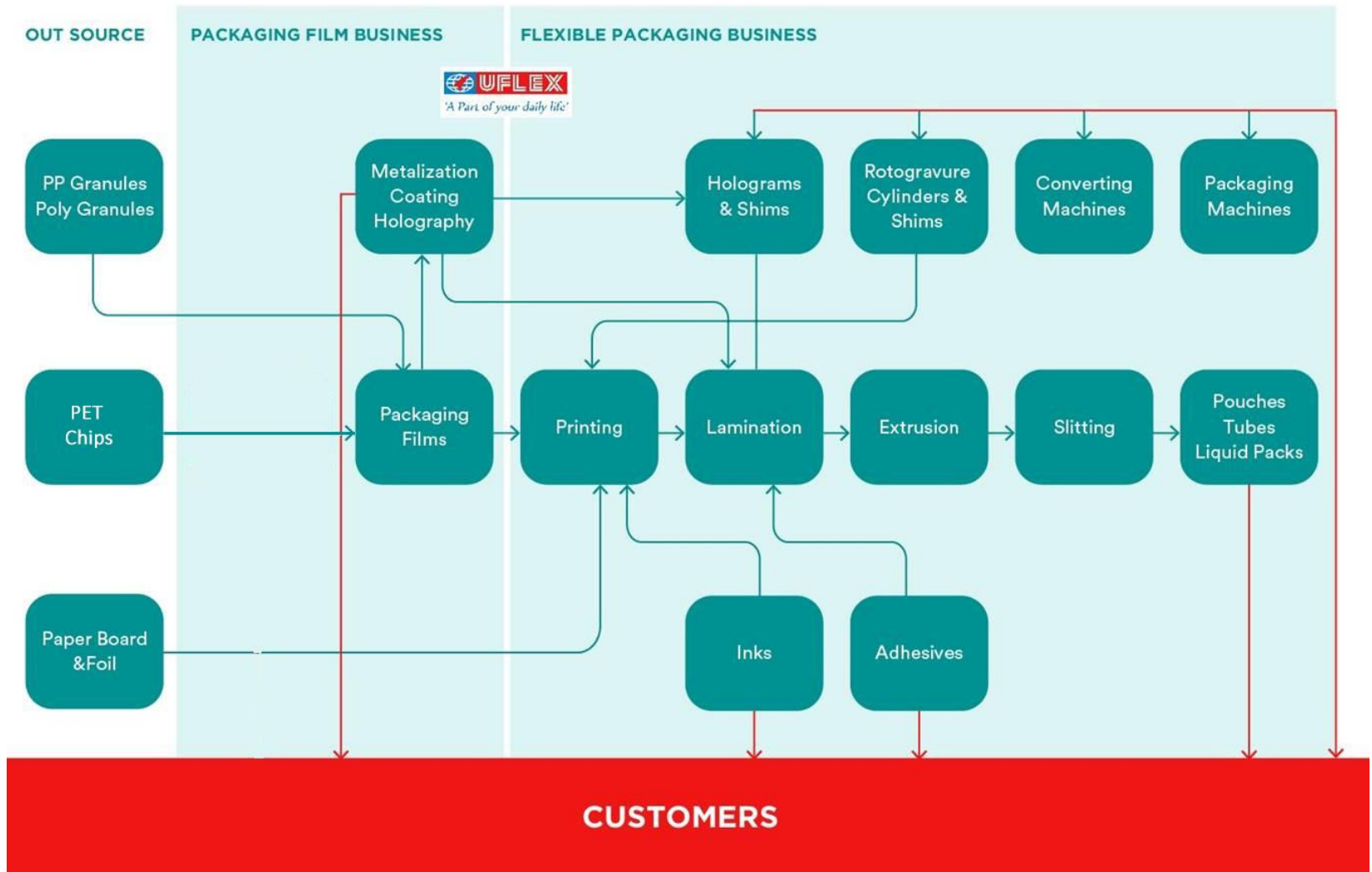
Characteristics of Flexible Packaging:

1. Preserve / Protect / Promote products – Barrier Properties/ Better Aesthetics
2. Lower energy use at all levels of Production/ Transportation/ Disposal
3. Lighter weight with reduction at source
4. Less storage space
5. Ease of transportation & convenience of handling
6. Recyclable / Re-processable – Eco friendly
7. 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.
8. Cost effective compared to Rigid Packaging

Flexible Packaging Solutions We Offer For:

1. Solid Products (5 grams to 40 kg.)
2. Semi Liquid Products (10 ml to 1000 ml)
3. Liquid Products (65 ml to 1000 ml)

Business Presence Throughout the Packaging Value Chain



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 – 22,000; Mexico- 60,000; Egypt – 30,000; Poland - 30,000 & USA – 30,000 **(2,26,000 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 – 32,400 **(62,400 TPA)**

Brand : FLEXOPP

CPP Films

Properties : Highly Dynamic & Versatile Films with High Gloss, Greater Transparency, Better Heat Salability, 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 – 9,000 **(13,000 TPA)**

Brand : FLEXCPP



Metalized Films

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 – 40,800; Dubai – 4,800; Mexico - 9,600; Egypt – 36,000; Poland - 10,800 & USA – 5,400 **(107,400 TPA)**

Brand : FLEXMETPROTECT



AlOx Coated Films

Properties : AlOx coating is the application of a thin and highly transparent coating of aluminum oxide on packaging films that gives the materials extremely high moisture and gas barrier properties that rival those of aluminum foils and metalized Films. It is the only truly high-barrier flexible packaging material available that is transparent and allows the packaged product to be clearly visible.

Application : dried meat, snacks, confectionery, microwavable foods, Sterilization , fresh food, dried food, confectionery, pharmaceutical, personal care, microwavable, retort convenience food etc.

Capacity (TPA) : Mexico – 5,400; Egypt – 2,400 **(7,800 TPA)**

Brand : FLEXALOXPROTECT

Flexible Packaging Business

Flexible Laminates, Pouches, Bags, Flexi-Tubes & Liquid Packs

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, Aseptic Liquid Packs etc.

Capacity (TPA) : India – 135,000

Capacity for Aseptic Liquid Packs – 3.5 Billion Per Annum

Holography

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 – 18,000

Packaging & Converting Machines

Products :

- **IIOT enabled Converting Machines:** Extrusion Coating & Lamination Machine 'EX LAM 400' designed with high-line speed of 400 mpm; Solvent less Laminator Machine 'Super S-1300'; and Gearless CI Flexo Printing Press 'Elisa' with high automation level making UFlex the first ever Indian company to offer it.
- **Form Fill & Seal Machines:** Range spread over single, twin, multi-track on a technological platform of servo motors & drives.
- **High Speed Pouch Making Machines:** Tailor made for 3D, Stand-up, Centre Seal, Slider Zipper Pouch technology.
- **Converting Machines:** Rotogravure and Flexo Printing, Lamination, Slitting, Inspection, Holographic Machine.
- **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

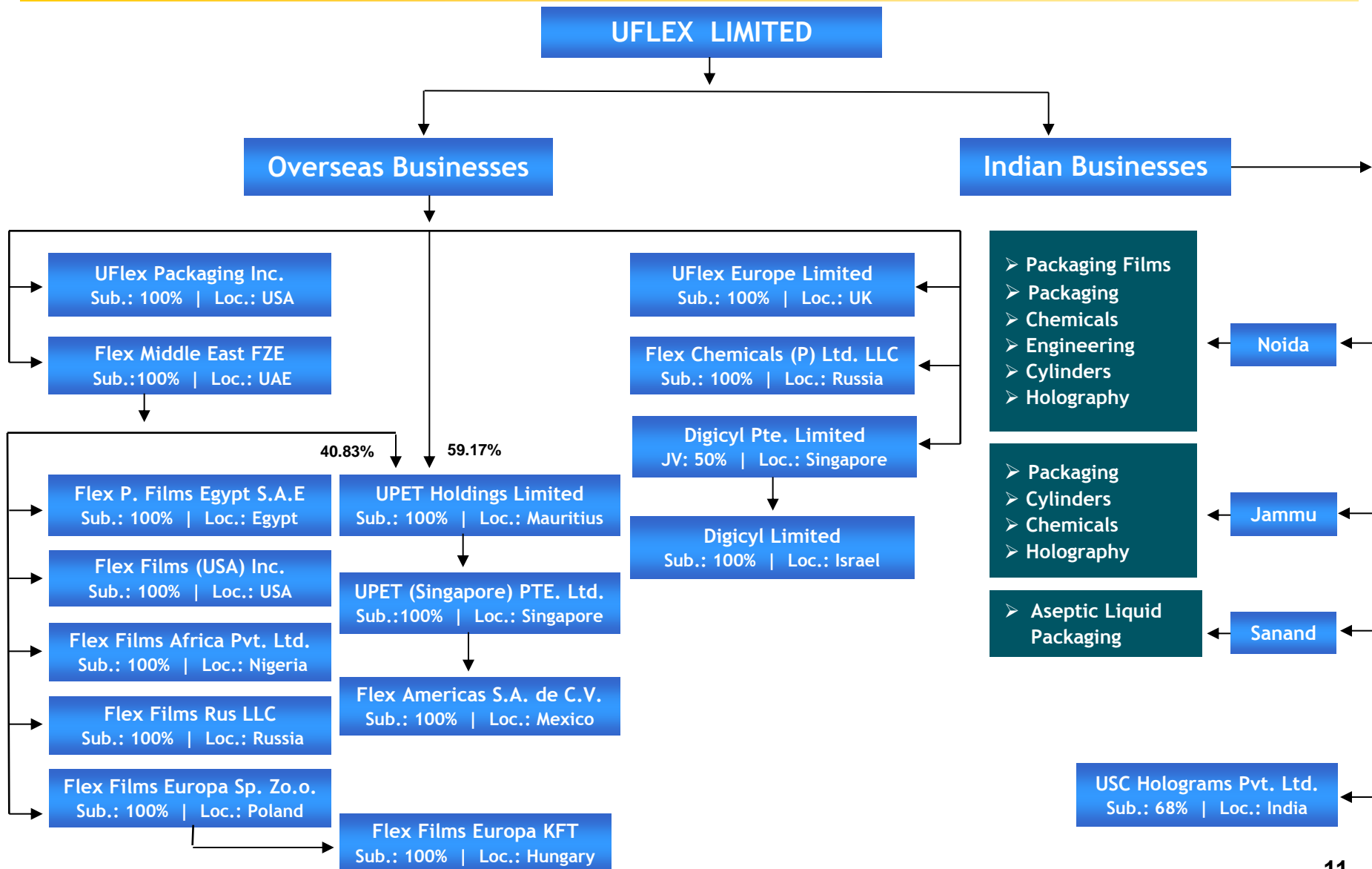
Allied Materials

Products : Inks & Adhesives / Rotogravure Cylinders & Metallic Dies

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 : Inks & Adhesive – **62,000 TPA**; Rotogravure Cylinders – **108,000 Cylinders/Years**.

Group Companies Structure



India's Largest Multinational Flexible Packaging Materials and Solution Company

UFlex has over thirty years of experience in polymer technology. Setting milestones of success and innovation, UFlex is known for manufacturing and supplying products, delivering customized flexible packaging solutions and services across the globe to become an inextricable part of customers' life.

Chemicals Business: Inks, Adhesives, Coatings and Polyols.

Flexible Packaging Business: Flexible Packaging Laminates (roll form); Prefabricated Pouches; Flexi-Tubes (laminated); FlexFresh™ Modified Atmosphere Packaging; Pharmaceutical Packaging and Big Bags

Cylinders Business: Elastomers & Sleeves; Rotogravure Printing Cylinders; Flexo-Polymer Plates and Metallic Dies.

Holography Business: Anti-Counterfeiting and Brand Protection Solutions.

Engineering Business: Packaging; Converting & Recycling Machines.

Aseptic Liquid Packaging Business: Our facility is equipped with latest top of the line converting machines capable of manufacturing truly world class aseptic packs for our customers. The aseptic packaging manufacturing facility is first of its kinds with a production capacity of 7 Billion packs per annum. The plant is spread over 21 Acres of the sprawling 72 Acre land parcel that UFlex has bought at Sanand, Gujarat.



UFlex state-of-art manufacturing capacity of over 135000 TPA with plants located in Noida, Jammu & Sanand.

India

BOPET Film Line (3):

- 3x6.7 meters each for Biaxially Oriented Polyethylene Terephthalate (BOPET) Film with a combined capacity of 54,000 TPA.
- The line produces films for various applications in the thickness range of 9-50 microns



BOPP Film Line (2):

- 2x6.7 meter each for Biaxially Oriented Polypropylene (BOPP) Film with a combined capacity of 30,000 TPA.



Metallizer Line (6):

- 6x2.5 meter wide plasma enhanced high-barrier metallizers with a cumulative capacity of 40,800 TPA.



CPP Film Line (1):

- One CPP Film Line with production capacity of 4,000 TPA

Flex Films (India) state-of-art facility has an installed capacity to produce over 84,000 MT of BOPET/BOPP film p. a.

DUBAI

BOPET Film Line (1)*:

- 1x6.7 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

Metallizer Line (1):

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

* One BOPET line with production capacity of 30,000 MT p.a being shifted to Russia.



Flex Films (UAE) state-of-art facility has an installed capacity to produce over 22,000 MT of BOPET film per annum

MEXICO

BOPET Film Line (2):

- 2x8.7 meter wide High Performance BOPET Film line of 60,000 MT p.a. capacity commissioned in under April 2009 Phase 1 and July 2011 Phase 2.
- The line produces films for various applications in the thickness range of 9-50 microns.
- Specialized Films: High Barrier, High Bond, 'Asclepius' Brand 90% Post Consumer Recycle (PCR) & other Sustainable Films, Heat Seal.

Metallizer Line (2):

- 2x2.45 meter wide plasma enhanced State-of-art metallizers commissioned under Phase 1 & 2.
- Produces over 9,600 MT p.a. of high barrier metallized films.

Alox Coating Line (2)

1x1.250 & 1x1.600 meter State-of-art Alox commissioned under Phase 1 and Phase 2. Produces over 5,400 MT p.a. of Alox Coated Films.



Flex Films (Mexico) state-of-art facility has an installed capacity to produce over 60,000 MT of BOPET film p.a.

EGYPT

BOPET Film Line (1):

- 1x8.7 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 line in Africa. The line produces films for various applications in the thickness range of 9-50 microns.

BOPP Film Line (1) & CPP Film Line (1):

- 1x8.7 meter wide High Performance BOPP Film line of 32,400 MT p.a. capacity commissioned in September, 2010 under Phase 1.
- The line produces films for various applications in the thickness range of 15-50 microns.
- 1x3.0 meter wide High Performance CPP Film line of 9,000 MT p.a. capacity commissioned in July, 2011

Metallizer Line (6):

- 2x2.85 & 1x2.45 meter wide state-of-the-art metallizers commissioned of 18,000 MT p.a capacity.
- 3 High Barrier metallizers commissioned with a capacity of 18,000 MT p.a.

Alox Coating Line (1):

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



Flex Films (Egypt) state-of-art facility has an installed capacity to produce over 62,400 MT of BOPET/BOPP film p.a.

POLAND

BOPET Film Line (1):

- 1x8.7 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 Line (2):

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



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

KENTUCKY

BOPET Film Line (1):

- 1x8.7 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
- Specialized Films: High Barrier, High Bond, 'Asclepius' Brand 90% Post Consumer Recycle (PCR) & other Sustainable Films, Heat Seal

Metallizer Line (1):

- 1x2.85 meter wide State-of-art metallizer commissioned
- Produces over 5,400 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.

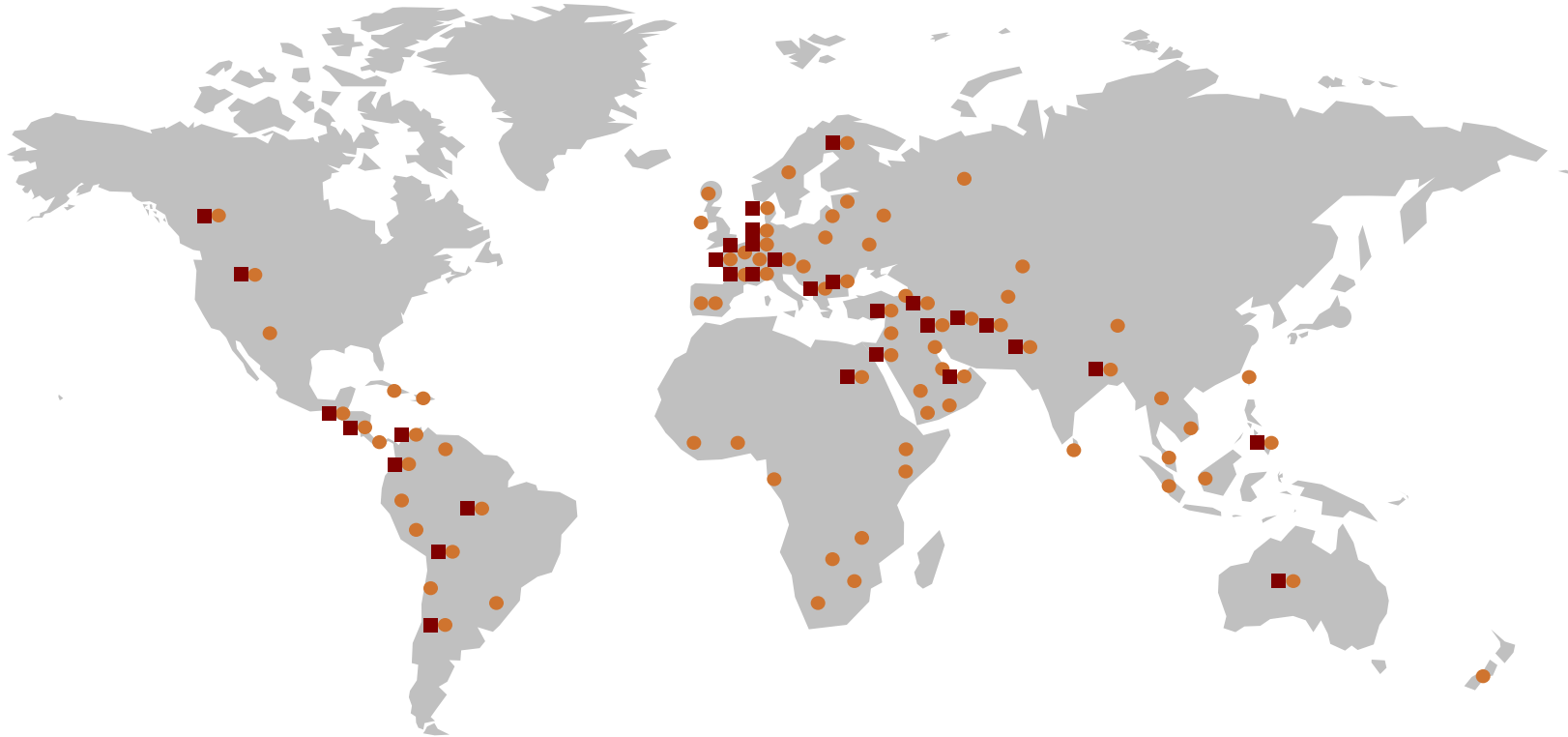
Plant Capacities

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)	3,500						3,500
➤ BOPET Film (TPA)	54,000	22,000	60,000	30,000	30,000	30,000	226,000
➤ BOPP Film (TPA)	30,000			32,400			62,400
➤ CPP Film (TPA)	4,000			9,000			13,000
	<u>88,000</u>	<u>22,000</u>	<u>60,000</u>	<u>71,400</u>	<u>30,000</u>	<u>30,000</u>	<u>301,400</u>
(B) Intermediary Products							
➤ Alox Coated (TPA)			5,400	2,400			7,800
➤ Metallization - Normal/High (TPA)	40,800	4,800	9,600	36,000	10,800	5,400	107,400
➤ Holography (TPA)	18,000						18,000
➤ Inks & Adhesives (TPA)	62,000						62,000
➤ Rotogravure Cylinders (Nos)	108,000						108,000
➤ Packaging & Converting Equipment's (Nos)	1,570						1,570

UFlex's Facilities at Strategic Locations



Strong Presence at All Major Business Centers



- Agents / Distributors
- Direct Presence

Key Customers

Key Customers



Nestlé Good Food, Good Life



Amul
The Taste of India



gsk
GlaxoSmithKline



UFlex's emphasis on product innovation, quality enhancement together with competitive price and just-in-time deliveries makes it preferred vendor worldwide

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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. **Sustainability Practices**
10. **Recent Awards/ Accolades**

- **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.”

- **VALUES**

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

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A. GOALS:

- To grow global market share
- To become preferred vendor for customers
- To grow revenues, profits and generate free cash flows
- 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

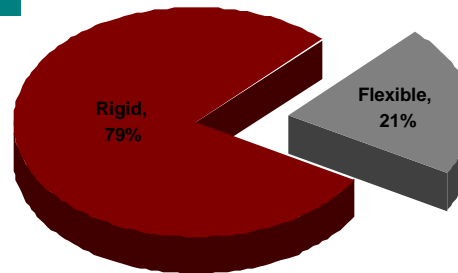
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Flexible Packaging Industry

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 aluminum foils in rolls or preformed sachet.
- Provide strength, moisture resistance, aroma retention, gloss, grease resistance, heat retention, printability, low odor 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
- Oben Group
- Taghleef Ind.
- Treofan
- Vifan
- UFlex
- Dow Chemicals
- SABIC
- Vibac Group

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

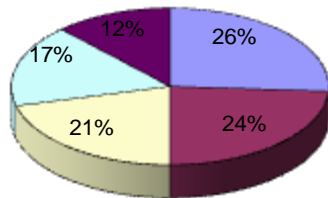
- UFlex
- Cosmo
- Polyplex
- Chiripal
- Jindal
- Max
- SRF
- Nahar Polyfilms

Market Size: USD 1.5 bn

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

End Use Segments

Flexible Packaging Laminates (Indian Scenario)

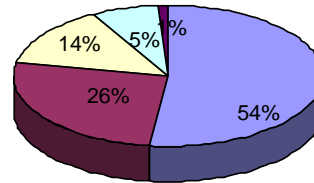


■ Processed Foods ■ Mouth Freshener
■ Personal Products ■ Beverages
■ Others



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

BOPET Films (Worldwide Scenario)

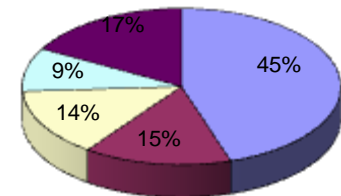


■ Packaging ■ Industrial ■ Electrical
■ Imaging ■ Magnetic Media



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

BOPP Films (Worldwide Scenario)



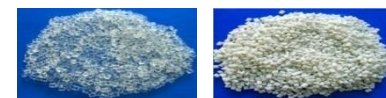
■ Packaging ■ Adhesive Tapes
■ Print Lamination ■ Cigarette Over Wrap
■ Others



Raw Materials for Packaging Films & Packaging Solutions

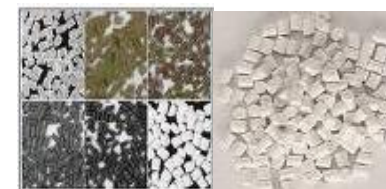
PTA + MEG

- 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 Foils/ Paper/ Solvents etc.

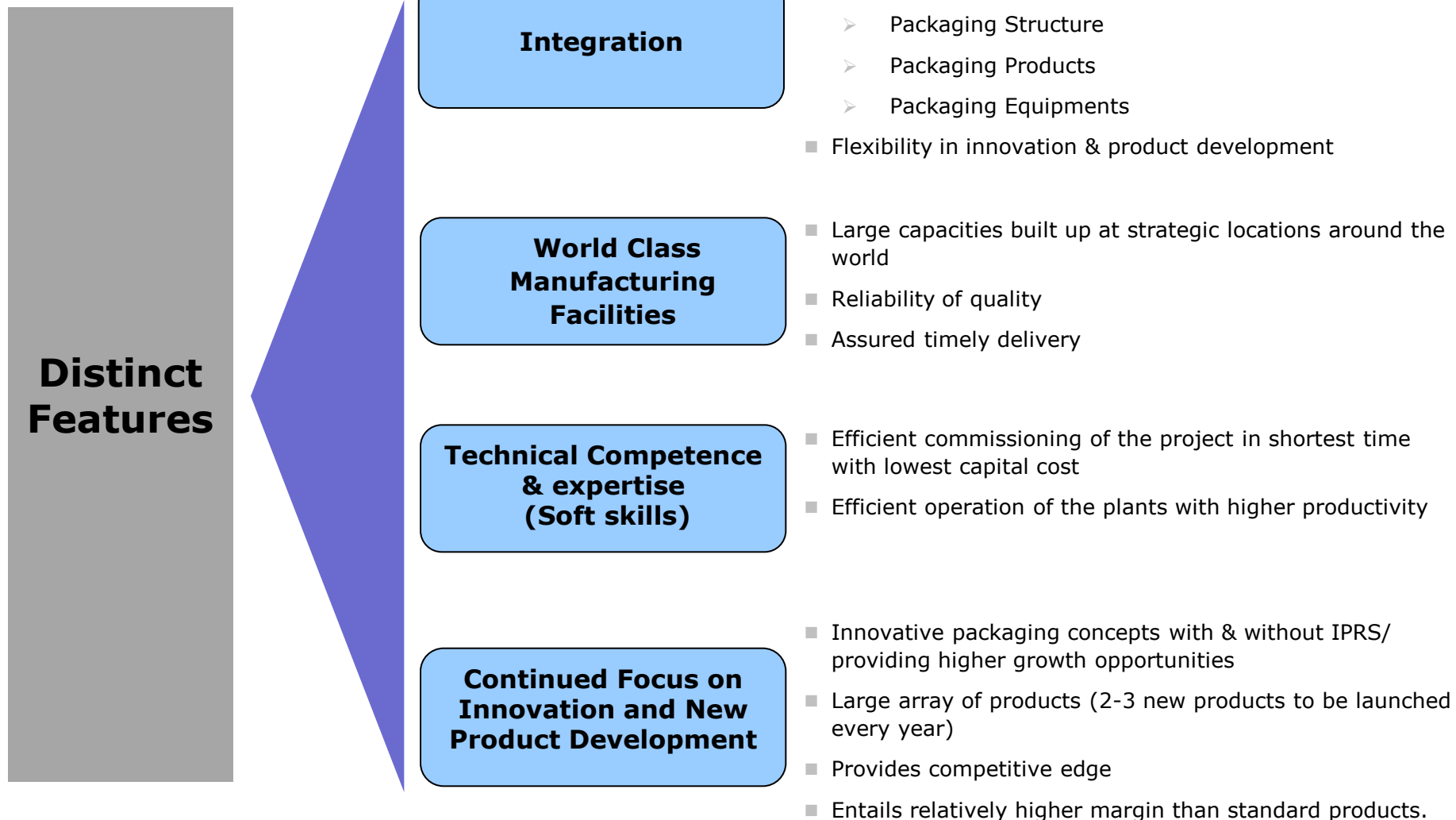
- These materials are used as per the specifications of the packaging products.



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Proven Business Strategy & Key Growth Drivers



Distinct Features

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

Some of the recent updates of product innovation and launches:

- 4D Bag, a Brick Shaped all Panel Registered Bag with Handle and Re-closable Option
- Flexseal HSL-WBHS 18, a Heat Seal Lacquer & UV LED Inks Records Sizable Spike in Sales
- Collar Type Form Fill & Seal Packaging Machine with Higher Productivity
- Improvised Vertical Form Fill & Seal Machine
- New Pick Fill Seal Machine with 8 Stations for Packing Bigger Pouches
- Converting Machine for Big Bags
- UFlex developed Satellite Thermal Radiation Insulation Film for Indian Space Research Organization
- UFlex became Indian Banks' Association Certified Security Printer
- FlexFilms Forayed into Online Space with the Launch of E-Commerce Website FLEX-BuzzR
- Asepto Marked its Entry into Retail Shelves with Fresca Juice Holographic Packs
- New Optika Transparent Flexi-tubes, a Boon for Global Cosmetic Brands
- US Patent Grant to FlexFilms for Breakthrough BOPET Film Used for Alu Alu Blister Pack
- Swiss Ordinance Compliant Inks Developed as a New Solution for the Pharma Industry
- Specialized Formulation that Renders Barrier Packaging for Edible Oil Re-processable
- UFlex Transforms the Packaging for Rasna Fruit Powder Concentrate
- A 100% Bio-degradable Premium Lens Transfer Paper Developed Using Fresnel Lens
- Chemicals Business of UFlex assessed for ISO 31000:2018 Risk Management System
- New Solvent-less White Adhesive for Convertors, a reason to cheer
- UV LED Sheetfed Inks FlexGreen that Assures Energy Efficiency
- Cylinder Business of UFlex Launched Metallic Dies for Hot Foil Stamping & Embossing on Printed Labels & Packs
- Chemicals Business of Uflex Launched New Adhesive for High Speed Lamination machines & Water-based Inks for Various Kinds of Packaging

Major Product Innovations

Packaging Film:

- PCR Asclepius Film
- Green PET & rPET Film
- Direct Emboss able PET Film
- Antistatic Twistable PET Film
- Special Heat-sealable & 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
- 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
- Unique 23-25 micron Thermal Holographic Film BOPP/PET variants for documents authentication and carton lamination
- Melamine Free, Acrylic Coated BOPET Film

- Thinnest AIOx coated Polyester Film (9.5 micron)
- Direct UV Offset Printable Polyester Film
- Super Barrier Polyester Film, FLEXPET™ F-PGB-12 (12 micron)
- Specialized Polyester Film to replace BOPA & PVC films from Alu-Alu cold formed blister laminate
- Special HP Indigo Certified F-PDP Polyester Film for direct digital printing without prior priming /coating
- Special polymeric film for replacing BOPA (Nylon) substrate
- White, Good Gloss, Anti-Static Twist Wrap Polyester Film
- New High Bond & Barrier Metallized Polyester Film

Packaging Products:

- 4D Bag, a Brick Shaped all Panel Registered Bag with Handle and Re-closable Option
- 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

Major Product Innovations

- Pouches with Fresnel lenses & stamping foils etc. to protect brands from counterfeiting and look-alikes.
- Nano perforation for Rice Packaging & Pocket STC Pouches & Spout Pouches in 3D Format
- Active Modified Atmospheric Packaging (AMAP) Flex Fresh for enhancing the shelf life of fresh fruits and vegetables and water less flower packaging
- Resource Optimized Packaging for Essential Indian Staples

Packaging Products/ Achievements:

- ESL Aseptic Flexi-Pouch Machine for packaging Milk & other beverages
- Profile pouch with sonically sealed spout for packing liquids
- BON-2 Packaging for oil that counters ink smearing and poly-deposition
- Multi-Lane Automatic Linear Pick-Fill – Seal Machine & Easy Scoop – Lock Tight Pitcher Bags
- Reflective Colour Communications System & Laser Scoring Technology for precision incision at high web speeds
- Mono Extruder, Co-Extruder and Tandem Extruder variants of Extrusion Lamination Machines
- Optimized Cell Structure on Roto-Cylinders through Laser engraving for 20-25% less ink consumption than electromechanically engraved ones
- Brand protection solutions for secondary packaging & Anti Microbial Packaging
- Aesthetically Enhanced Reclose-able Bulk Bag with Ergonomic Easy Carry Handle comprised of proprietary polymeric composition
- First Indian retortable spouted bottom gusseted stand-up pouch
- Chemicals Business of UFlex becomes India's first NABL accredited entity in the field of combined manufacturing of Packaging Inks and Lamination Adhesives
- Launches resource optimized packaging for essential Indian Staples
- Manufactures first glitter printing rotogravure cylinder in India

Agenda

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- ❖ **3 Tier Governance framework with proper delegation of decision making at all levels.**
 - Board & committees
 - Management committees
 - Heads of business group & corporate functions
- ❖ **Board composition comprises**
 - 5 Independent Directors out of 8 members. One nominee of financial institution. One Whole Time Director. Only 1 Director from the Promoter Group (Founder, Chairman & Managing Director)
- ❖ Board constituted committees to exercise strategic supervision & control over statutory, regulatory, systemic & other operational matters of the company within the overall supervision and control of Board of Directors.

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 35 years.

Mr. Ashok 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 bestowed with several accolades to his credit.

[Click](#) here for full profile

❖ **Rajesh Bhatia – Group President (Finance & Accounts) & CFO**

Mr. Rajesh Bhatia is a Commerce Graduate and an Associate Member of The Institute of Chartered Accountants of India (ICAI). He brings with him wealth of rich experience of almost 30 years in the fields of Finance, Accounts, Taxation, Administration and Commercial & Business Development. His last assignment was as CFO & CEO – Global Business of Jindal Steel & Power Limited (JSPL). 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 Communications and Information Technology among others.

❖ **Anantshree Chaturvedi – Vice Chairman & CEO, Flex Films International**

Mr. Anantshree Chaturvedi holds a graduate degree from Babson College with a triple major in Finance, Global Strategic Management and Economics. He learned the trade of flexible packaging both domestically and internationally with hands-on experience as a trainee and apprentice in India, Mexico, Poland, Egypt, UAE & USA; and subsequently spearheaded the expansion of UFlex in USA. He currently serves as Vice Chairman of Flex Films and heads the overseas business. He is additionally vested with the responsibility of Global Product Stability, R&D, HR Protocols and also dons the hat of Chief Cultural Officer at UFlex.

❖ **Apoorvshree Chaturvedi – Director - EU Operations & Sustainability, UFlex Group**

Mr. Apoorvshree Chaturvedi is the Director of European Union Operations and Head of Corporate Sustainability Actions on ESG and Growth Related Ventures at UFlex Group. He drives worldwide strategic initiatives' development and implementation across all business verticals of the company to create a value-based organization across the pillars of environment, society and communities. After beginning his journey with UFlex in 2012 as a Managerial Trainee, Apoorvshree spearheaded Marketing & Sales for European & Middle East regions at UFlex. His deep interest for sustainability led him to spend two succeeding years in the R&D division of UFlex and focus on areas of Environmental Sustainability; Energy Consumption & Environmental Operational Performance of Films and Packaging Businesses of the Company.

❖ **Amitava Ray – Whole Time Director**

Mr. Amitava Ray is an Honours Graduate in Economics & Mathematics from Presidency College, Kolkata and PGDM from Kolkata University and has held leadership positions at India Foils Limited, Bata India Limited and Indian Aluminum Company. He has been associated with UFlex Group for over 17 years now and is responsible for the overall management of Flexible Packaging and Allied Businesses of the Company including development of new and innovative packaging products that add immense value to the business of customers and the Company.

❖ **Ashwani Sharma – President & CEO - Aseptic Liquid Packaging Business**

Mr. Ashwani Sharma, an MBA and graduate in Math and Chemistry has been driving large organizations globally with rich experience of 28 years. India. At UFlex, Ashwani steers the Aseptic Liquid Packaging Business of UFlex under the brand name 'Asepto'— the first Indian manufacturer in aseptic liquid packaging.

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

Mr. P.L. Sirsamkar is Instrumentation & Electronics Engineer and has been with the Group for over 26 years. Prior to UFlex, he worked with several reputed organizations like Garware & Polypex. He 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.

❖ **Jagmohan Mongia – President - Business Head (Film Business - India.)**

Mr. Jagmohan Mongia has a vast cumulative experience of close to four decades in the field of textile, metal , paints – both industrial and household. He holds a Bachelor’s Degree in Commerce and a Post Graduate Diploma in Management from reputed Institutes in India. Under his leadership, Films Business revenue has been consistently growing along with the market share.

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

Mr. Chandan Chattaraj is an alumnus of Xavier Institute (XIIS), Ranchi and comes with three decades of rich experience with esteemed organizations like Aircel, The Oberoi Group, Xerox India and Jubilant Organosys where he has held leadership positions. He is also a member of the Core team of World HRD Congress. 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 over 42 years of extensive experience particularly in the field of Materials Management, Production, Engineering and Chemicals. At UFlex, he is responsible for Engineering and New Product Development.

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

Mr. Dinesh Jain is a MBA and LLB & LLM (Gold Medalist) from Agra University. He has a rich and rewarding experience of four decades overall out of which he has been associated with UFlex for almost three decades. At UFlex, he is responsible for Legal & Corporate Affairs and Corporate Social Responsibility undertakings of the Group.

❖ **Rajesh Bhasin – Joint President - Chemicals Business**

Mr. Rajesh Bhasin has meritorious experience of over 29 years of handling challenging and complex marketing assignments. He has held leadership positions at Pidilite, Jubilant Organosys and Essel Propack before joining UFlex where he heads the Chemicals Business.

❖ **Parwez Izhar – Senior Vice President - Cylinders Business**

Mr. Parwez Izhar is a BE in Electronics & Telecommunication from BIT Sindri and M. Tech from Manav Bharti University, Himachal Pradesh. A Lean 6-Sigma Black Belt Champion, he holds a Master's Degree in Finance, Operations and Strategy from XLRI, Jamshedpur and has done a course in Implications of Artificial Intelligence on Business Strategy from Massachusetts Institute of Technology Sloan, USA. Parwez brings with him close to three decades of experience and leads the Cylinders Business at UFlex.

❖ **Yogesh Kapur – Executive Vice President - Holography Business**

Mr. Yogesh Kapur is an accomplished industry leader with 30+ years of domestic & international experience in Operations Management, Profit Centre Management, B2B Marketing & Sales and Strategic planning in the management of both - startups & growth organizations. A BE in Electronics & Telecommunication from NIT, Yogesh has done his Executive Development Program from Indian Institute of Management (IIM), Bangalore. In his role at UFlex, Yogesh leads the company's Holography Business.

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. **Sustainability Practices**
10. **Recent Awards/ Accolades**

Key Financials- Consolidated

UFlex LIMITED - CONSOLIDATED

(INR in MN)

	2016-17	2017-18	2018-19	2019-20
- Total revenues				
- Domestic	30397	33427	37260	36415
- International	<u>31415</u>	<u>33890</u>	<u>42488</u>	<u>37901</u>
	<u>61812</u>	<u>67317</u>	<u>79748</u>	<u>74316</u>
- EBITDA	8989	9026	10075	11089
- Net Profit	3485	3105	3138	3698
- Cash Accruals	6561	6606	7405	7812
- Gross Block	61243	64259	68721	89400
- Net worth	36441	39796	43043	46971
- Total debt	21178	21099	21327	36861
- Total Debt : Equity (times)	0.58	0.53	0.50	0.78

(USD in MN)

	2016-17	2017-18	2018-19	2019-20
- Total revenues				
- Domestic	469	514	539	483
- International	<u>485</u>	<u>521</u>	<u>614</u>	<u>503</u>
	<u>953</u>	<u>1035</u>	<u>1153</u>	<u>986</u>
- EBITDA	139	139	146	147
- Net Profit	54	48	45	49
- Cash Accruals	101	102	107	104
- Gross Block	945	988	994	1186
- Net worth	562	612	622	623
- Total debt	327	324	308	489
- Total Debt : Equity (times)	0.58	0.53	0.50	0.78

Exchange Rate (INR / USD)	64.84	65.04	69.17	75.39
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4. **Industry Structure & Developments**
5. **Proven Business Strategy & Key Growth Drivers**
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Sustainability Initiatives

UFlex was the 'first company in the world to recycle mix plastic waste' for which it earned recognition at Davos Recycle Forum in 1995, way ahead of other companies from developed economies.

SUSTAINABILITY PRACTICES BY UFLEX TOWARDS GREEN PACKAGING

❖ **Wealth from Plastic Waste- Making Multi-Layer Packaging 100% Recyclable**

UFlex has developed a technology that renders multi-layer packaging recyclable and makes it possible to recover high-quality granules, despite the presence of different layers of polymer having different characteristics. The latest technology enables recycling machine to convert all types of MLP waste into granules.

The recycled plastic granules from MLP waste can be used in injection moulding applications to make flower-pots, dustbins, road dividers, door panels, paver tiles, outdoor furniture and many other daily use items. This MLP machine has been installed in UFlex' Noida plant and the company is offering technology support and manpower training to the industry to set up similar recycling units.



UFlex conferred with Best Paper Award at Recycle'95 Davos Global Forum, 1995 for Recycling of Mixed Plastic Waste

❖ Converting its Waste Plastic into Fuel with UFlex' Pyrolysis Plant

UFlex commissioned its Pyrolysis Plant at its Noida facility in October 2018, earning it the distinction of first such plant in North India. Pyrolysis is a process of chemically decomposing organic materials at elevated temperatures in the absence of oxygen. The Pyrolysis plants' reactors can convert 6 tonnes of discarded waste material that's generated every day from printing, unused trim, laminates, tubes and other unprocessed material into three forms of fuel- liquid fuel, hydrocarbon gas and carbon black- further utilized in manufacturing processes.

Carbon black powder is cooled and packed into bags for further use as a solid fuel. Mixture of pyrolysis oil vapour and hydrocarbon gas exits the pyrolysis reactor and is subjected to fractional condensation to get separate fractions of hydrocarbon gas; pyrolysis wax; and pyrolysis oil. Hydrocarbon gas is used in pyrolysis Hot Air Generator and energy generated is fed to the pyrolysis reactor for heating the plastic waste.

Pyrolysis Oil or Light Distillate Oil is used as a liquid fuel in industrial boilers or Diesel Engines to produce electricity.



Sustainability Initiatives (Contd.)

❖ Asclepius™ Green Sourced Packaging Film by UFlex Creating a Circular Economy

FlexFilms has been offering an entire range of PCR grade film having upto 90% post-consumer recycled PET content under the brand name Asclepius™. Flex Film's Asclepius™ film technology is a family of plain, treated, coated, high barrier and heat-sealable BOPET films based on upto 90% PCR polymer content.

This film represents a 75% reduction in carbon footprint and comes with enhanced sustainability and significantly lower net energy requirement for production when compared to virgin BOPET grades

Asclepius™ is the only 90% PCR BOPET film that has received the prestigious 'Kingfisher' Certification from SCS Global Services that certifies that Flex Films' PCR grade films contains minimum 90% post-consumer recycled PET content.

This certification corroborates to its customers and to the flexible films market, the integrity of its supply chain and claims regarding PCR based film technology. In early 2019, AIMCAL recognized the film with 'Excellence in Sustainability' due to the technology and cost these films offer to the market.

Customers have started using these films in a range of packaging and labelling applications in order to help consumer brands achieve sustainability goals faster.



Flex Films (USA) Inc
1221 North Black Branch Road, Elizabethtown, KY, United States

For the following product(s):
Plastic:
PCR PET Plastic Film

The product(s) meet(s) all of the necessary qualifications to be certified for the following claim(s):
SCS RECYCLED CONTENT CERTIFIED
Conforms to SCS Recycled Content Standard V7-0 for a **Minimum 90% Post-Consumer Recycled PET Content**. The material quantification and mass-balance calculations are completed on a dry-weight basis.

Registration # SCS-RC-04723
Valid from: November 1, 2018 to October 31, 2019

SCSglobal SERVICES
Stanley Mathuram, PE, Vice President
2000 Powell Street, Ste. 600, Emeryville, CA 94608 USA



AIMCAL Excellence in Sustainability for 90% Post-Consumer Recycled-content (PCR) BOPET barrier film available in metallized (F-PCR/M) and clear aluminium-oxide coated (F-PCR/A) structures.

Sustainability Initiatives (Contd.)

❖ UFlex has Commissioned Two New Lines that Washes and Recycles Post-consumer PET Bottle & Mixed Plastic Waste Collected from Delhi-NCR.

The first such project in India that commenced in January 2020, it also upcycles the plastic waste into Green Packaging Films helping create a Circular Economy.

1) PET Bottle Line (PCR Line) – The Post Consumer Recyclate (PCR line) has been set up with the objective to recycle the PET bottles discarded by consumers, to form chips. These PET bottles go through the process of crushing and washing and finally get dried up before it reaches the extruder to form chips. Since the PET bottles are transparent and virgin in nature, chips derived as a result of recycling process are further upcycled to manufacture UFlex' range of green BOPET packaging film called Asclepius™ that has PCR content in it.

These PCR film derived from post-consumer PET bottle waste have the same attributes and uses, as its twin substrate made out of fossil fuel; and can be used and re-used for multiple applications like packaging and label material, creating a loop economy. The PCR line has capacity to recycle PET bottle waste up to 800 tons a month.

2) The MLP Film Line (PCPR Line) – The Post-Consumer Plastic Recyclate (PCPR) line at UFlex Noida plant has been washing post-consumer mixed MLP waste and recycling them into granules. The PCPR line also passes the mix plastic through the same process of crushing and washing before forming granules.

The granules derived can be used to form more than 10,000 industrial and household products like flower pots, outdoor furniture, bucket, dustbins, paver tiles, road dividers etc. The PCPR line has a capacity to wash and recycle upto 850 tons of MLP waste in a month.



UFlex collects post-consumer PET Bottles and MLP waste from NGOs, Waste collection agencies, Producer Responsibility Organizations (PRO) as well as directly from Producers & Brand Owners.

CSR Initiatives

❖ Environmental Sustainability:

As part of UFlex's philanthropic initiatives aimed at restoration of village ecosystem, it had supported the rejuvenation of two ponds at Village Mohbalipur, one pond in village Nagla Shahpur and one pond in village Dayanatpur in April 2018. Taking forward its mission to conserve the ponds and keep them well maintained, UFlex has taken up - cleaning of these ponds, recharging of its structures, digging, repairing of ponds' fencing and planting new trees around it- this quarter. Additional two new ponds in village Dayanatpur in Jewar were also adopted for its revival and beautification.



❖ Social Sustainability:

Project for renovation of a primary school in Noida (Sector 27) was undertaken by the company. This includes construction of a new building after the existing structure's demolition, continue the school's cleanliness and ensure availability of safe drinking water to its children.



❖ Extends Financial Support to Fight COVID-19:

At UFlex, we believe that together we can fight every situation. With the outbreak of COVID-19 we stepped up our part with a financial contribution of INR 25lac to the Noida District Magistrate Relief Fund to help the administration in its fight against the pandemic and undertake measures for relief, rehabilitation and reconstruction.



Agenda

1. **Company Overview**
2. **Vision, Mission & Values**
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6. **Major Product Innovations**
7. **Governance and Key Management Team**
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10. **Recent Awards/ Accolades**

Recent Awards/ Accolades



- UFlex won 4 AIMCAL 2020 Awards 1) Sustainability of the Year Winner and Technical Excellence : Recyclable PE/PE Laminate for Wet Wipes for Primark; 2) Product Excellence: Flexitube for Clariss Organic Face wash; 3) Technical Excellence: 4D Bags with Handle for Royal Gold & Rice King. (April 2020)
- UFlex Bags 3 Gold & 3 Silver at FPA 2020 Awards. 1) 4D Bags with Handle gets Gold Award in Shelf Impact; 2) Flexitube for Bio Creative Labs (USA) gets Gold Award in Packaging Excellence and Expanding the Use of Flexible Packaging, gets a Silver Award in Technical Innovation; 3) Flex Asclepius™ PCR Based BOPET Film gets a Silver Award in Sustainability; 4) FLEXPET™ F-STF Ultra Soft Super Durable BOPET Film gets a Silver Award in Shelf Impact. (March 2020)
- UFlex Chemicals Business won the International Safety Award from British Safety Council for its commitment towards good health and safety practices (March 2020)
- UFlex' Nine PE/PE mono-polymer Laminate Pouch wins 'The Economic Times Polymers Awards 2020' in the category 'Excellence in Packaging - Healthcare (Large)'. (February 2020)
- UFlex won Six titles for Packaging Excellence at 'SIES SOP STAR AWARDS 2019'. (February 2020)
- UFlex won Five titles for Packaging Excellence at 'IFCA Star Award 2019'. (February 2020)
- UFlex Named 'Packaging Company of the Year' at 11th edition of PrintWeek India Awards 2019. (December 2019)
- Flex Films Noida has been awarded with 'GOLD MEDAL' at National Award for Manufacturing Competitiveness (NAMC) 2018-2019 hosted by International Research Institute of Manufacturing (IRIM). (October 2019)
- UFlex Chemicals won its '2nd International Award' from Royal Society of Prevention of Accidents (RoSPA), UK for good EHS practices at its site. (September 2019)
- UFlex Recognized as 'India's Most Trusted Company 2019' in the category of India's Most Trusted Flexible Packaging Solutions Company by International Brand Consulting Corporation, USA. (August 2019)
- UFlex Named 'Aon Best Employer Company' On Employee Experience for 2019. (August 2019)
- UFlex winner for Excellence in Sustainable Packaging in the category of 'Solid Dosage Forms' for its pharma packaging innovation Alu-Au Laminates at the 4th Annual India Packaging Awards. (May 2019)
- UFlex Chairman & Managing Director Mr. Ashok Chaturvedi conferred with 'Father of Flexible Packaging' at 1st Global Conference on Plastic & Packaging 2019. (March 2019)
- AIMCAL 2019 Technical Excellence for High Barrier BOPET film PET-F-HBP-M with superior gas barrier that offers high moisture and oxygen barrier for Food Packaging applications. (February 2019)

Recent Awards/ Accolades (Contd.)

- AIMCAL 2019 Product Excellence Award to metalized, ultra-thin and ultra-high yield BOPET film F-TBF-M-08, with high oxygen and moisture barrier properties which is applicable for metalized balloons. (February 2019)
- AIMCAL Excellence in Sustainability for 90% Post-Consumer Recycled-content (PCR) BOPET barrier film available in metallized (F-PCR/M) and clear aluminum-oxide coated (F-PCR/A) structures. This film represents a 75% reduction in carbon footprint versus virgin BOPET grades. (February 2019)
- UFlex has been recognized for innovative packaging in the category of Excellence in Packaging Beverages - Large Enterprises for Asepto Spark 'Fresca' at The Economic Times Polymers Awards 2019.(February 2019)
- UFlex won Six titles for Packaging Excellence at '2018 IFCA Star Awards'.(February 2019)
- UFlex won Seven titles for Packaging Excellence at 'SIES SOP STAR AWARDS 2018. (January 2019)
- Flex Films USA has been granted United States Patent for Breakthrough 'BOPET Film' Used for 'Alu Alu blister' packaging. (December 2018)
- UFlex Recognized as The Economic Times 'Best Food Processing and Packaging' Brands 2018 – 2019. (December 2018)
- UFlex won Awards 2018 'Resource Efficiency' category for its biodegradable, waterless flower packaging solution hosted by Packaging Europe. (September 2018)
- UFlex won the overall 'Best Sustainable Packaging Innovation' Awards 2018 hosted by Packaging Europe . (September 2018)
- Dow 2018 30th Awards for Packaging Innovation adjudged UFlex' Waterless Internet Flower Packaging as the Diamond Finalist Winner. (September 2018)
- 2018 AIMCAL Product & Technical Excellence Award to Shudh Plus Ultra - Sparkling Tactile Sachet with 3D Embossing for Mouth Freshener. (March 2018)
- Flexible Packaging Achievement Awards 2018 – Gold in Technical Innovation and Silver in Printing and Shelf Impact to Shudh Plus Ultra - Sparkling Tactile Sachet with 3D Embossing for Mouth Freshener and Silver in Sustainability to Nescafe Sunrise Non Foil Instant Coffee Sachet. (March 2018)
- Economic Times Polymers Lifetime Achievement Award to Chairman & Managing Director of UFlex Limited, Mr. Ashok Chaturvedi. (March 2018)
- 5 World Star Packaging Excellence Awards. (December 2017)
- AIMCAL Marketing Excellence Award for 3D STC Zipper Bag with a Side Gusset Handle (April 2017)



THANK YOU

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