

### UFLEX LIMITED

Division/Office: CORPORATE - SECRETARIAL

Corporate Office: A-107-108, Sector-IV, Distt. Gautam Budh Nagar, NOIDA - 201301, (U.P.), India

Tel.: +91-120-4012345/2522558 Fax: +91-120-2442903 Website: www.uflexltd.com E-mail ID: secretarial@uflexltd.com

UFLEX/SEC/2024/

June 24, 2024

The National Stock Exchange of India Limited Exchange Plaza, 5th Floor Plot No.C/l, G-Block Bandra-Kurla Complex Bandra (E), Mumbai – 400051 The BSE Limited
Corporate Relationships
Department
1st Floor, New Trading Ring,
Rotunda Building, P J Towers,
Dalal Street, Fort,
Mumbai – 400001

Scrip Code: UFLEX

**Scrip Code: 500148** 

Subject: Updates on Analyst/Institutional Investor Meet under the SEBI (Listing

Obligations and Disclosure Requirements), Regulations, 2015

Dear Sir(s),

Further to our letter dated June 21, 2024, regarding non-deal roadshow of investor meeting(s), please find attached herewith a copy of the Investor Presentation which was shared during the non-deal roadshow for your record(s).

Thanking You,

Yours faithfully, For UFLEX LIMITED

(Ritesh Chaudhry)
Sr. Vice President - Secretarial &
Company Secretary

Encl: As above



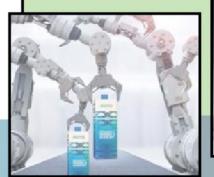














**UFLEX LIMITED** 

# INVESTOR PRESENTATION

June 2024 Noida, India

Stock Code: BSE - 500148, NSE - UFLEX Common Stock Outstanding: 72mn as of Mar 31, 2024

### An overview



### Rich legacy of 40 years providing packaging solutions to our partners

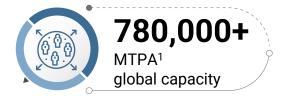


1985 Established



16 Manufacturing units















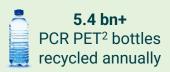
**300 mn+** Tubes capacity



1,090 mn+ Pouch capacity



**72,300 MTPA**Recycling capacity

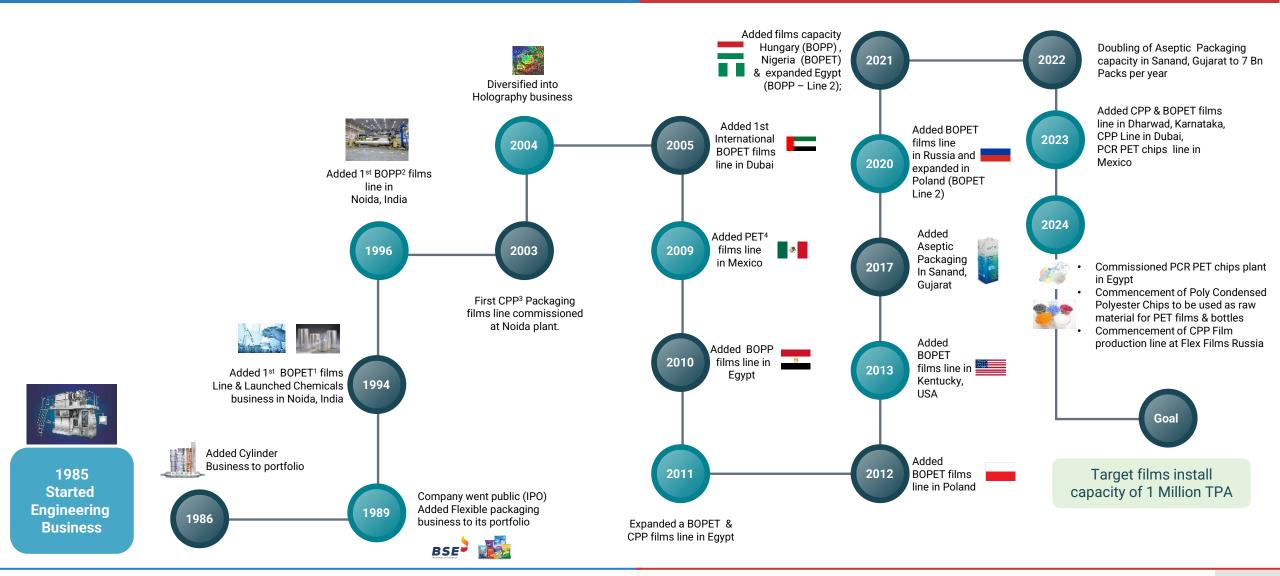




**64,330 MTPA**Chemicals
capacity

### Journey so far: Growing as a global player in flexible packaging



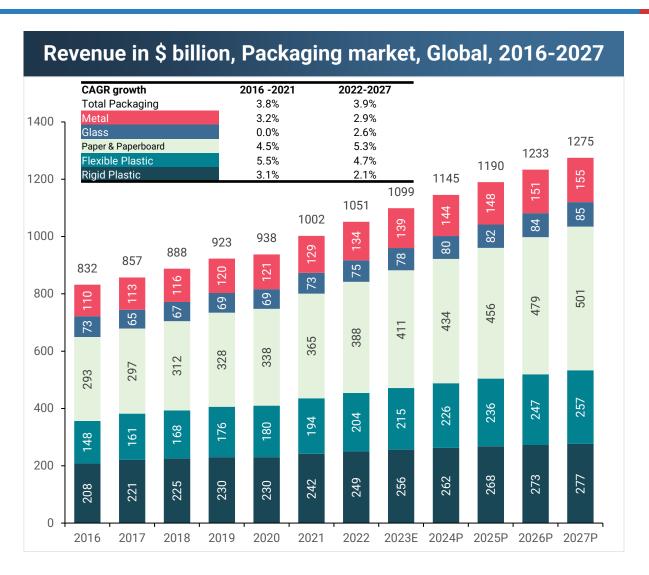


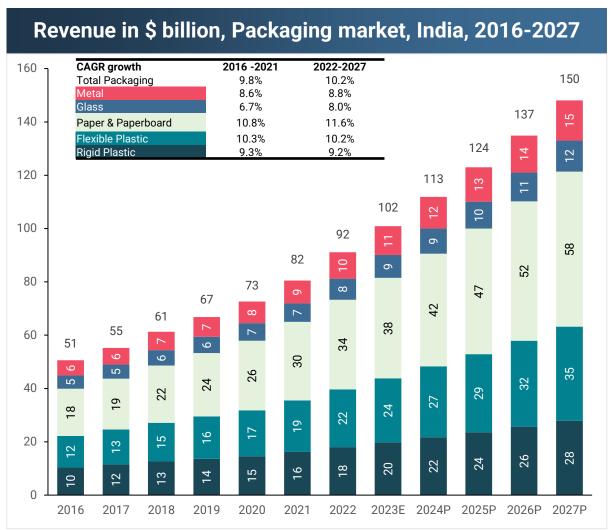


# India packaging landscape

### Packaging market size



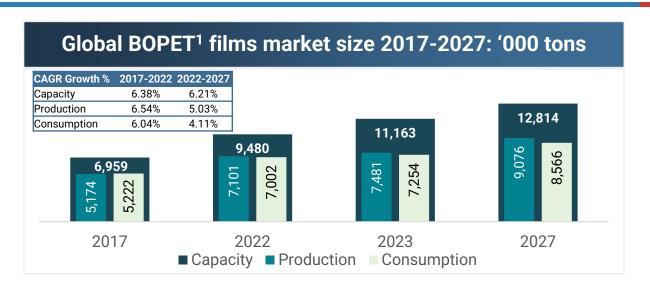


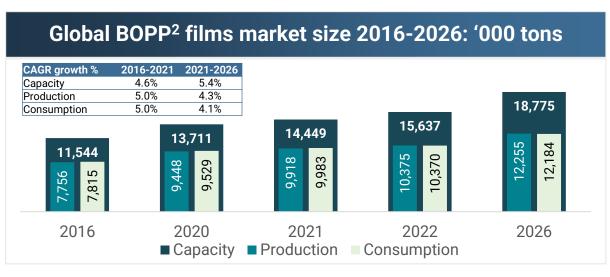


Source: CRISIL report

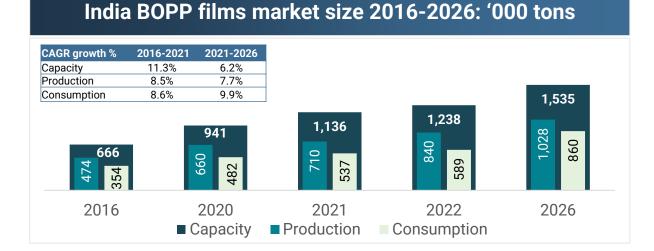
### Packaging films market size







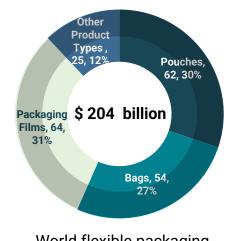
#### India BOPET films market size 2017-2027: '000 tons CAGR growth % 2017-2022 2022-2027 Capacity 6.8% 8.2% 6.7% 7.0% Production 5.5% 8.1% Consumption 1,507 1,254 1,107 1,016 898 841 788 **730** 673 642 435 2017 2022 2023 2027 Production Consumption Capacity

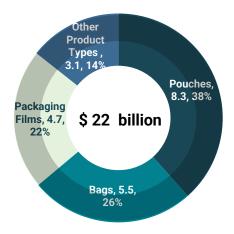


# Growth potential: Flexible packaging and film



Country	Population (Million) 2024	GDP @current price (Trillion US\$) 2024	GDP per capita @current price (US\$ per capita) 2024	Consumption Per Capita of virgin polymer 2021-22 (KG)	7X
USA	337	28.78	85,370	112.0	◀
China	1410	18.53	13,140	62.4	4X <b>∢</b>
India	1440	3.94	2,730	15.0	▶
Brazil	205	2.33	11,350	32.2	





World flexible packaging market by types in 2022 (revenue in \$ billion)

India flexible packaging market by types in 2022 (revenue in \$ billion)

**7x Growth Potential**: India's per capita polymer consumption is highly underpenetrated, suggesting a future growth potential of 4 to 7 times.

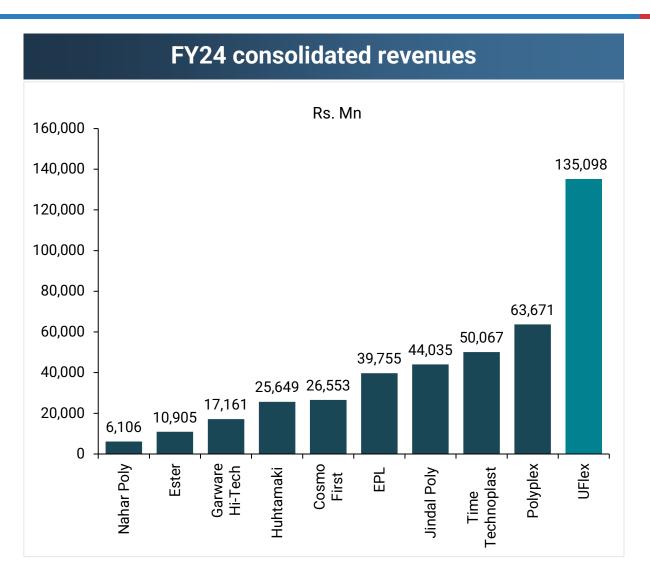
### **Investment proposition**

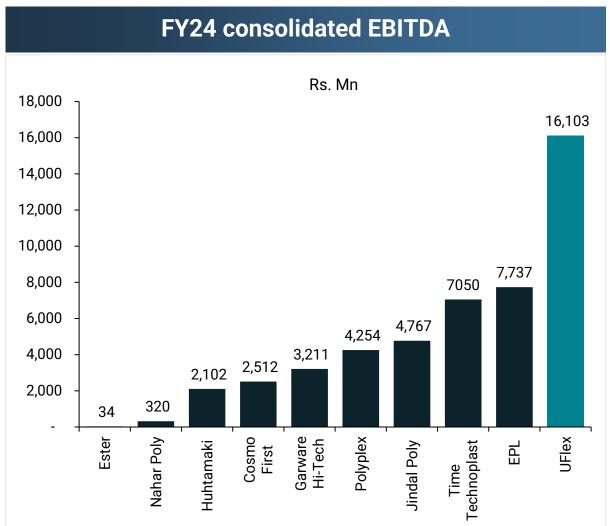




# India's largest flexible packaging & solutions company

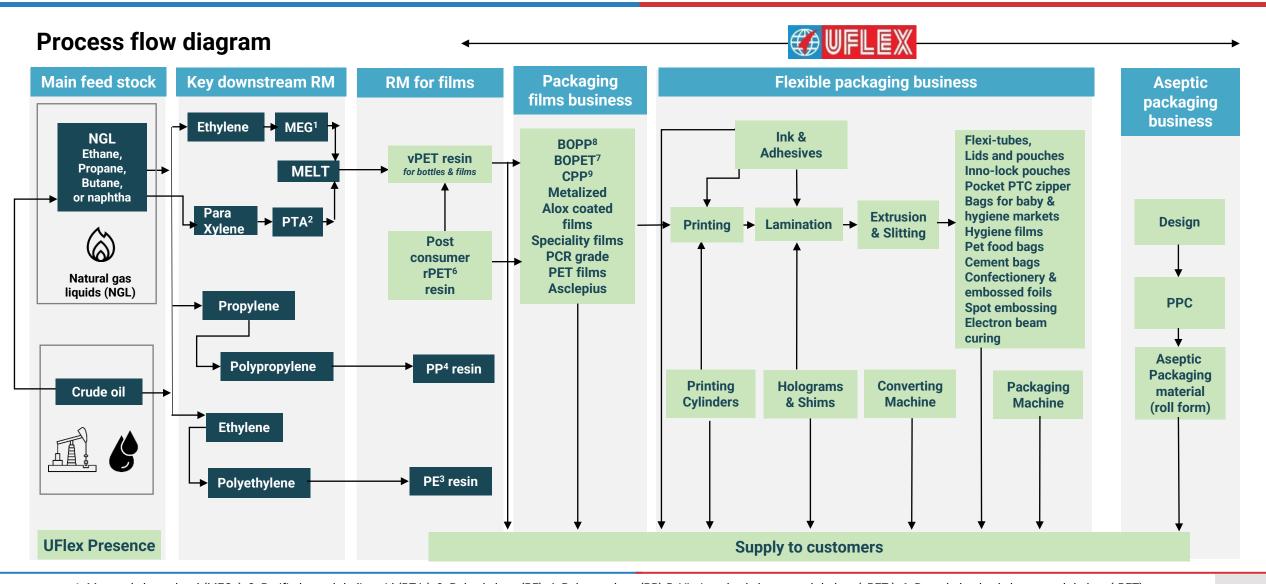






### Presence across all verticals of packaging value chain





<sup>1.</sup> 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);

<sup>7.</sup> Biaxially oriented polyethylene terephthalate(BOPET); 8. Biaxially Oriented Polypropylene (BOPP); 9. cast polypropylene (CPP)

### Presence across all verticals of packaging value chain



#### **Holography**

Offer services of: Anti-counterfeiting, brand aesthetics, textile value addition and brand protections

#### **Printing cylinders**

Production of Rotogravure printing cylinders, Flexo plates & Flexo elastomer plates

#### **Engineering**

Feat of delivering customized Engineering solutions / machines for: Packaging, Printing, Slitting, Pouching, Wrapping and Recycling

#### **Chemicals - Inks & adhesives**

Produces food-safety complaint Inks, adhesives, and coatings that are eco-friendly and sustainable



#### **Resins**

Producer of virgin PET chips (films and bottles grade), recycled PET chips (films), recycled MLP granules

#### **Packaging films**

Manufacture a wide range of products: BOPP, BOPET, CPP, Metalized, Alox coated, rPET films ASCLEPIUS

#### Flexible packaging

Offers extensive portfolio of Flexible packaging: Laminated rolls, Pouches/bags, Flexi-tubes, WPP, Pharma packaging

#### **Aseptic packaging (Brand: Asepto)**

Offers end-to-end aseptic liquid packaging solutions: design , paper cartons, filling machines, ASIP straws, technical service  $\,$ 

### PET Resins products and usage





Packaging films

Flexible packaging

Aseptic liquid packaging

Chemicals (inks and adhesives)

**Engineering** 

Printing cylinders

Holography

#### **Products**

vPET Chips Film grade



vPET Chips Bottle grade

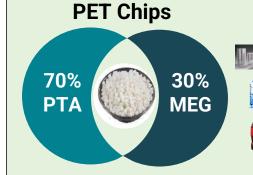


rPET Resins Film Grade



rPET MLP Granules





Major Grade

Intrinsic Viscosity (dl/g)

 $0.625 \pm 0.01 - 0.640 \pm 0.02$ 

Mineral Water Bottle 0.76 ± 0.02

Carbonated beverage & Soft Drink (CSD)  $0.80 \pm 0.02 - 0.84 \pm 0.02$ 





Caps & Closures



Recycled Paper Bag



**PET Bottles** 



Toys



Recycled Tubes



100% PCR content rPET film,



**Containers** 



Recycled Paper Tube



Usage

Household equipment



**Dustbins** 

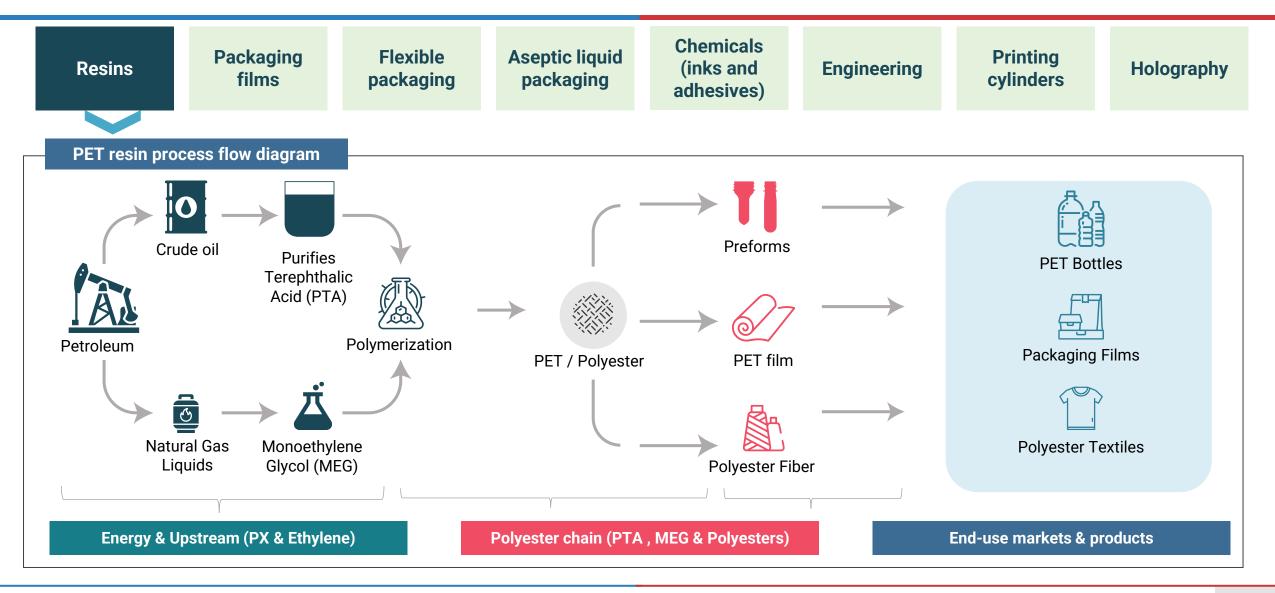


Electrical & Thermal insulation



### PET chips process flow diagram





# Packaging films products and usage



**Resins** 

Packaging films

Flexible packaging

Aseptic liquid packaging

Chemicals (inks and adhesives)

**Engineering** 

Printing cylinders

Holography

**Products** 





BOPP<sup>2</sup> films



CPP<sup>3</sup> films



**Metallised films** 



Aluminium oxide (AIOx) coated films



**Special effects films** 



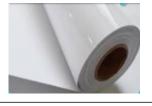
Pouches



**Pharmaceutical** 



Synthetic papers



Tubes



**Photo Albums** 



S Holography



Printing & lamination



Overwraps (CDs, Cigarettes, Cartons)

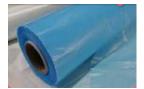


**Adhesive tapes** 



Usage





Packaging & conversion

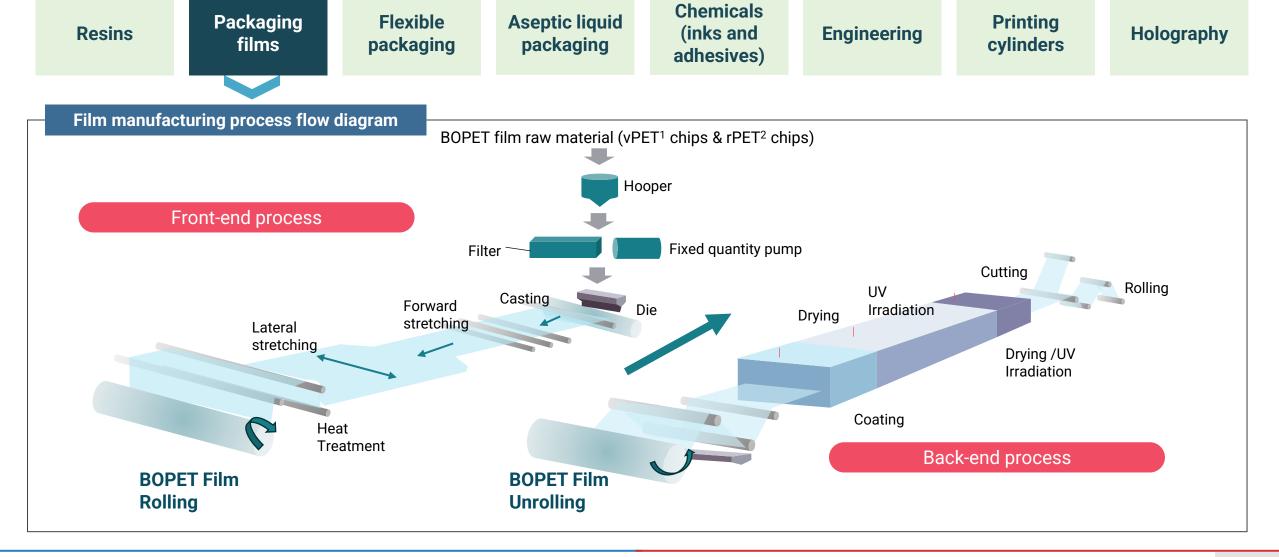


Electrical & Thermal insulation



# Film manufacturing process flow diagram





# Flexible packaging products and usage



**Resins** 

**Packaging** films

**Flexible** packaging **Aseptic liquid** packaging

**Chemicals** (inks and adhesives)

**Engineering** 

**Printing** cylinders

**Holography** 

**Pharmaceutical** 

products



Flexible laminates

Flexi tubes



FlexFresh modified atmosphere packaging



**Pre-formed pouches** 



Hygiene films



**Premium shower** proof bag



Flexo printed rolls & bags

**Products** 



**Woven Polypropylene** (WPP) bags



Six-laver cotton N95 mask



Electron beam and cast 'n' cure



**Pharmaceutical** packaging



Injection moulded products



**Food products** 



Soaps & detergents



Baby & feminine hygiene products



Personal products



**Agrochemical** products



**Fresh Produce** 



Usage





Oil & lubricants



**Cement & paint** products







Contraceptives







Pet food products

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### **Composition of tubes and pouches**



**Chemicals Flexible Packaging Aseptic liquid Printing Resins** (inks and **Engineering Holography** packaging films packaging cylinders adhesives) **Tube composition Pouch composition** Printing Layer Printing Layer - MDO PE/PET/BOPP Top Layer with Coating Adhesive Adhesive - Bonding Layer Ink Layer Decoration Layer (METPET/MET PE/Zinc PET) Laminating Adhesive Adhesive - Bonding Layer Printing Layer Printing Layer - MDO PE/PET/BOPP Adhesive - Bonding Layer Barrier Layer Barrier Layer Decoration Layer (METPET/MET PE/Zinc PET) Decoration Layer (Foll/EVOH/SIOX/ALOX) Adhesive - Bonding Layer Barrier Layer (Foil/EVOH/SIOX/ALOX) Adhesive Adhesive - Bonding Layer Barrier Layer Adhesive - Bonding Layer Adhesive Barrier and Sealant Layer - EVOH PE / PE Barrier and Sealant Layer Sealant Layer EVOH PE / PE Sealant Layer

# Asepto - Aseptic liquid packaging products and usage



**Resins** 

Packaging films

Flexible packaging

Aseptic liquid packaging

Chemicals (inks and adhesives)

**Engineering** 

Printing cylinders

**Holography** 

Products

Asepto packaging material



Brick packs, Trio packs and pillow packs



Asepto smart 78 - Automated and sophisticated filling machine



Usage

**Dairy industries** 





**Beverage industries** 









**Distillery industries** 









### Asepto - Aseptic liquid packaging is a six layered product



**Resins** 

Packaging films

Flexible packaging

Aseptic liquid packaging

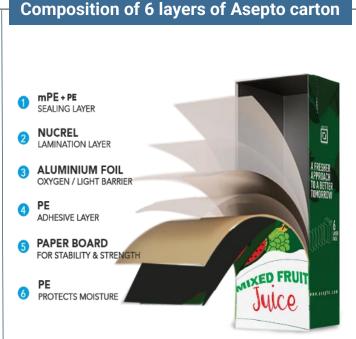
Chemicals (inks and adhesives)

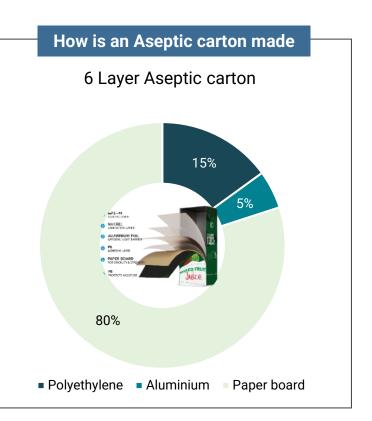
**Engineering** 

Printing cylinders

Holography







Producing 7 bn packs annually at Sanand plant in Gujarat, India, and serving 200+ companies across 60+ countries globally

# **Chemical products and usage**



**Resins** 

Packaging films

Flexible packaging

Aseptic liquid packaging

Chemicals (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

Laminating and coating in flexible packaging



Polyester polyol business



Usage

Folding & mono cartons and labels industries



Footwear, Flexible and rigid foam industry



# Water base adhesive & coating process flow diagram



**Resins** 

Packaging films

Flexible packaging

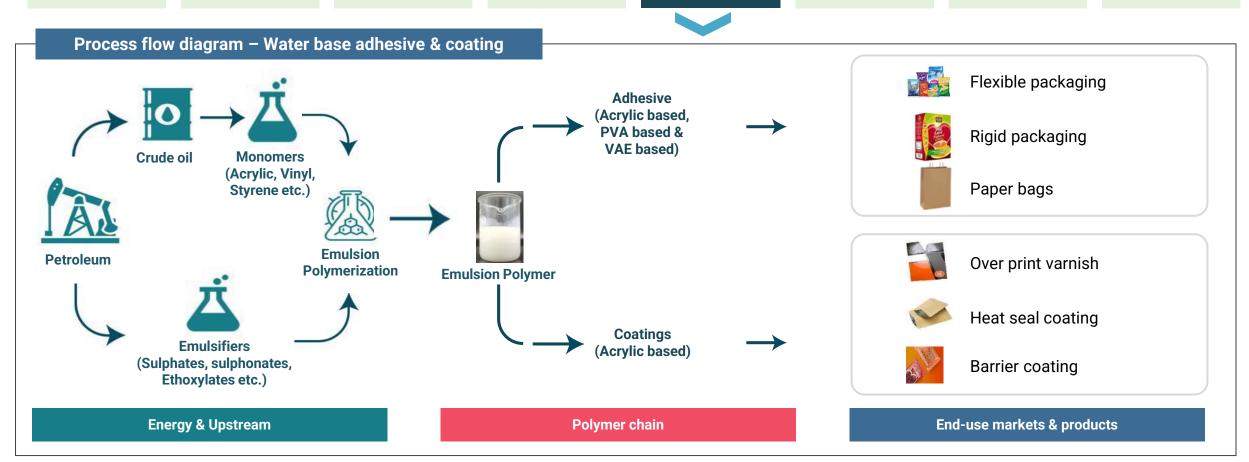
Aseptic liquid packaging

Chemicals (inks and adhesives)

**Engineering** 

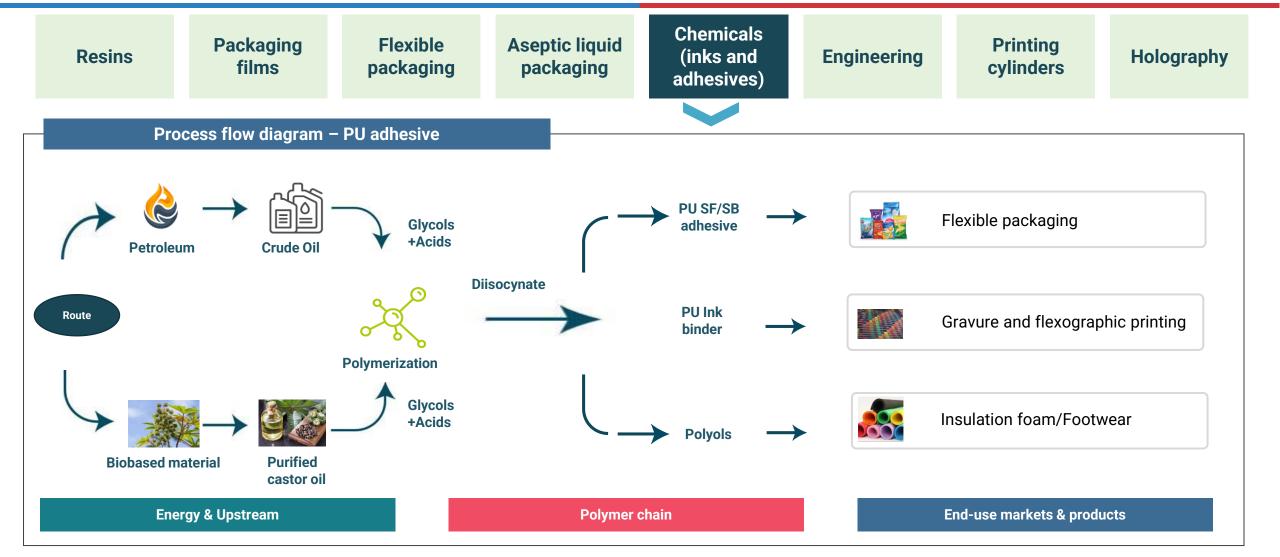
Printing cylinders

Holography



# PU adhesive process flow diagram





1. polyurethane (PU);

22

### Inks process flow diagram



**Resins** 

**Packaging** films

**Flexible** packaging **Aseptic liquid** packaging

Chemicals (inks and adhesives)

**Engineering** 

**Printing** cylinders

**Holography** 



#### **Pigments**

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



Polyamide / Nitro cellulose / Vinyl / Polyurethan / EVA

#### Solvents

Esters / Alcohols / Hydrocarbons

#### **Additives**

Scuff / Slip / Antifoam etc.,





**Bead Mill** 









**Gravure Printing Machine** 

**Printing & lamination** 









Final laminates / pouches

Raw materials

**Grinding** 

23

# **Engineering products and application**



**Resins** 

Packaging films

Flexible packaging

Aseptic liquid packaging

Chemicals (inks and adhesives)

Engineering

Printing cylinders

**Holography** 

**Application** 

**Products** 

Packaging machines

Form fill & seal machines



**Wrapping machines** 



**Special purpose machines** 



#### **Converting machines**

CI Flexo & Rotogravure printing machines



**Lamination machines** 



Slitting/Rewinding machines



**Specialty products** 

Inspection/Rewinding machines



**Doctoring machines** 



**Pouch making machines** 



**Auger filler** 



Volumetric cup filler



Weigh filler



Asepto machines

Flexpress 7800



**Asepto Flexpress 10000** 



Asepto Flexpress 25000



# **Printing Cylinders products and usage**



**Resins** 

**Packaging** films

**Flexible** packaging **Aseptic liquid** packaging

**Chemicals** (inks and adhesives)

**Engineering** 

**Printing** cylinders

Holography



#### **Products**

**Gravure Printing Cylinders** 



Flexo Plates



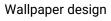


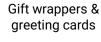
#### **Usage**

Printing industries (Gravure and Flexo)



Wooden laminates



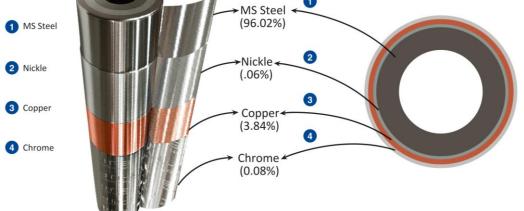












# Holography products and usage



**Resins** 

**Packaging** films

**Flexible** packaging **Aseptic liquid** packaging

**Chemicals** (inks and adhesives)

**Engineering** 

**Printing** cylinders

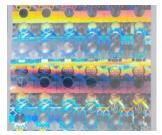
Usage

Holography



### **Products**

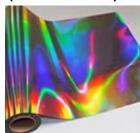
Hologram



Hot stamping foil



**Holographic films** (Wide web films)



Holographic metallised paper & board transfer



**Textile value** addition products



**Labelling solution** 



**Pharmaceutical** 



**FMCG business** 



Food & beverage





**Ecommerce** 



Cosmetics





**Automobiles** 





**Liquor Industries** 

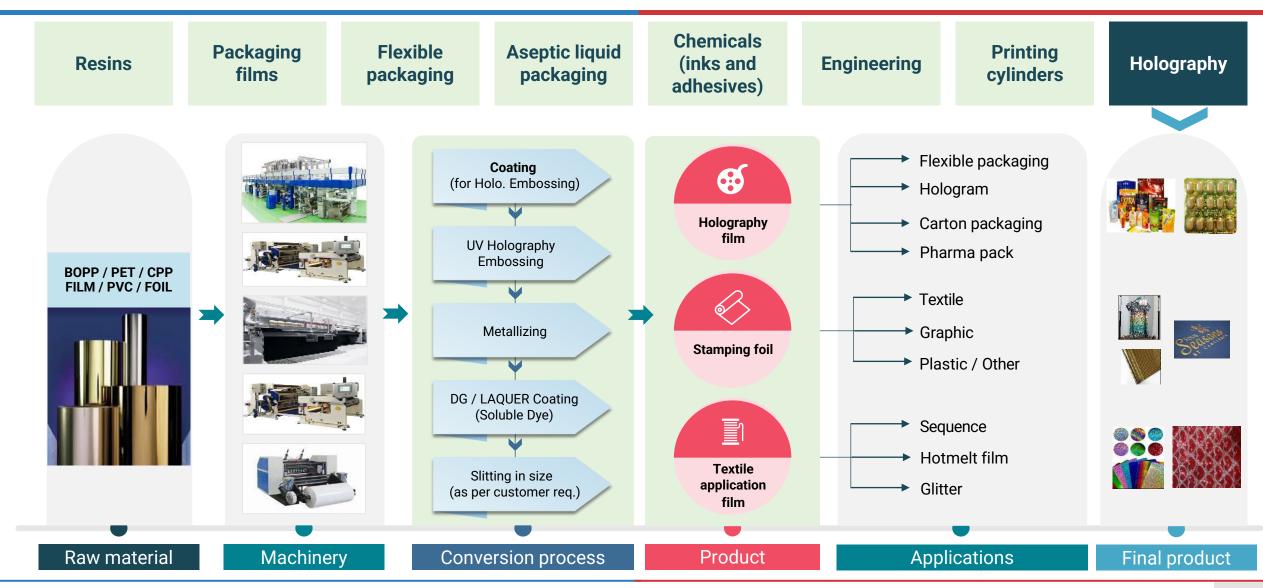


**Electronics** 



### Holography process flow





# Global manufacturing footprints (Packaging films)

Business Centres (

Americas (



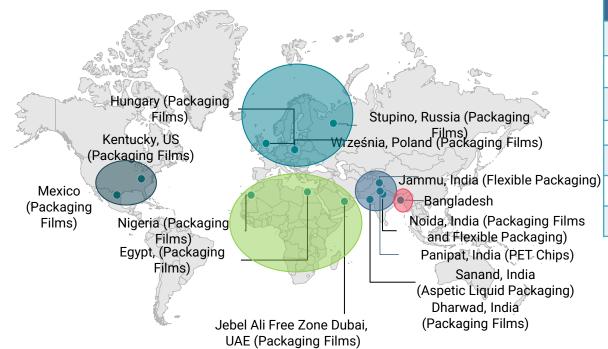
### 16 Strategically located state-of-art manufacturing facilities across 5 continents and 9 countries

#### Global Capacity of 780,000+ MTPA: deliver anywhere in the World within 15 Days

	Americas	;
Plant	Capacity (MTPA)	% Utilization (Q4FY24)
US	30,000	97.5%
Mexico	60,000	87.2%

	Europe	
Plant	Capacity (MTPA)	% Utilization (Q4FY24)
Poland	75,000	77.7%
Russia	30,000	100.2%
Hungary	45,000	108.2%

Middle East & Africa									
Plant	Capacity (MTPA)	% Utilization (Q4FY24)							
Dubai	40,000	74.1%							
Nigeria	45,000	67.2%							
Egypt	114,000	94.2%							



Europe

Middle East & Africa

	India	
Plant	Capacity (MTPA)	% Utilization (Q4FY24)
Film Packaging Bu	siness	
Noida & Dharwad	1,64,160	72.4%
Flexible Packaging	J	
Noida & Jammu	100,000	80.6%
Aseptic Liquid Pac	kaging	
Sanand	60,000	111.4%

Bangladesh

## Integrated manufacturing capacities across geographies



### Comprehensive suite of products in each manufacturing location

Locations	Resin 2,40,300 MTPA		Base films 6,21,160 MTPA				Value added films 2,45,600 MTPA Value added products							
(Capacities data as of June 24)	vPET Chips (MTPA)	rPET Chips (MTPA)	rMLP Granul es (MTP A)	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 (million)	Engineering
India	168,000	9,600	19,800	109,800	31,200	23,160	58,500	-	64,330	20,600	108,000	100,000	7,000	500
Dubai 🔼	-	-	-	22,000	·	18,000	5,400	÷	-	-	-	-	-	-
Mexico 💌	-	15,000	6,000	60,000	-	-	10,800	7,000	-	-	-	-	-	-
Egypt	-	18,000	-	30,000	77,000	7,000	72,000	2,200	-	-	-	-	-	-
Poland	-	-	3,900	75,000		-	30,000	-	-	-	-	-	-	-
USA	-	-	-	30,000	·		7,500	÷	-	-	-	-	-	-
Russia	-	-	-	30,000	-	18,000	13,200	-	-	-	-	-	-	-
Hungary	-	-	-	-	45,000		19,000	5,000	-	-	-	-	-	-
Nigeria	-	-	-	45,000		-	15,000	-	-	-	-	-	-	-
Total	1,68,000	42,600	29,700	4,01,800	1,53,200	66,160	2,31,400	14,200	64,330	20,600	108,000	1,00,000	7,000	500

<sup>1.</sup> 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);

### Localized supply-chain results in cost-efficient operations



### Centralized procurement in major production facilities



➤ 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.

➤ The inventory holding period is optimal (~89 days in FY24)

> The Global presence of UFlex enables it to centrally procure raw materials with benefits of economies-of-scale

Packaging Films*							
Bright	Garden Silk Mills limited (3+years)  IIVL Dhunseri Petrochem (4+years)  Ester Industries Limited (3+years)						
Silica	Lodestar Trading (3+years) Garden Silk Mills limited (3+years)						
Homo-polymer/ Co-polymer	HPCL-Mittal Energy Ltd (3+years)  BASELL international (3+years)  Exxonmobil Chemical Asia (3+years)						
Aluminium Wire/ Additives	PHIFER INC (3+years) Ampacet (Thailand) Co. Ltd (3+years)						

Flexible Packaging*							
Films	Captive, Max Speciality Films limited (9+years)						
Paper	Pudumjee Paper Products Ltd (4+years) Stora Enso Skoghall (4+years) UPM Pulp Sales (7+ years) Bilt (8+ years)						
Chemicals & Adhesive	Captive, Henkel (10+years) Miwon Specialty chemical (4+years) DOW Chemical (4+ years)						
Aluminum Wire	Shanghai Shenhuo Aluminium Foil (5+ years)						

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

### Supremacy in packaging solutions landscape



### Aim to create an environment-friendly sustainable brand with dedicated efforts on Recycling, Re-use and Reducing Waste

#### **Business challenges**



#### **Business requirements**

- Virgin and recycled PET chips
- > PET, PP, Asclepius film
- Food compliant Inks, adhesives, and coatings
- Printing cylinders
- Pouches, tubes, and WPP bags
- Aseptic liquid packaging cartons
- Holography
- PAM & PMD machines

#### Industries

- Packaging film manufacturers
- Sustainable packaging solution
   Fast-moving consumer goods
- Fast-moving consumer goods (FMCG)
- Pharmaceutical
- Cosmetics
- Textile

- Drinks and beverages industry
- Juices & nectars
- Dairy
- Flexible packaging
- Food and packaging Printing



UFlex packaging solutions



















Impact

Eight complementary businesses offer both endto-end and standalone solutions that comply with Global ESG requirements and maintain packaging quality at a sustainable cost. UFlex does more than just design; it develops brands
By blending market insights with creative brainstorming,
UFlex crafts design excellence that reflects the brand's soul and creates deep connections with intended audience.

Global delivery within 15 days
Strategic web of
manufacturing operations
across continents offers
customised solutions that
address country-wise
prerequisite regulations for
packaging solutions.

#### **Develop up-to-date solutions**

Thriving on emerging technologies, UFlex offers packaging solutions that protect food, people and planet and set trend in Food and Beverages (F&B), dairy and cosmetic industries.

# **Enduring customer relationship**



	h 04	allotomou valationabi	-
		customer relationshi	
	$\mathbf{I}$	oustonic relationship	

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**





























































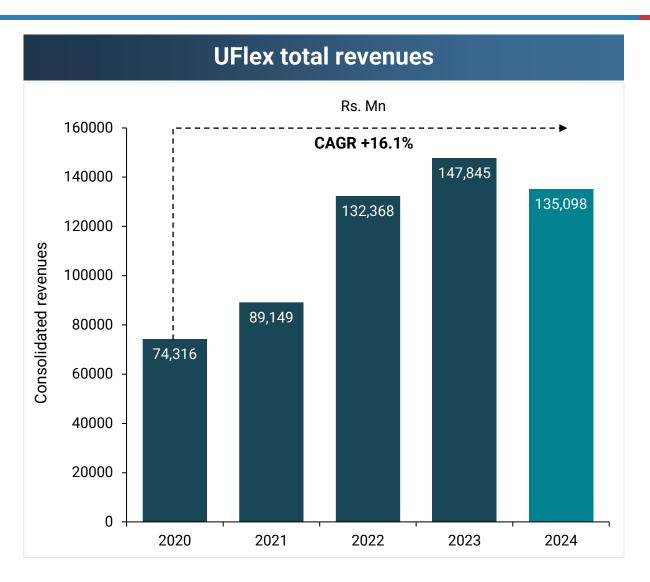


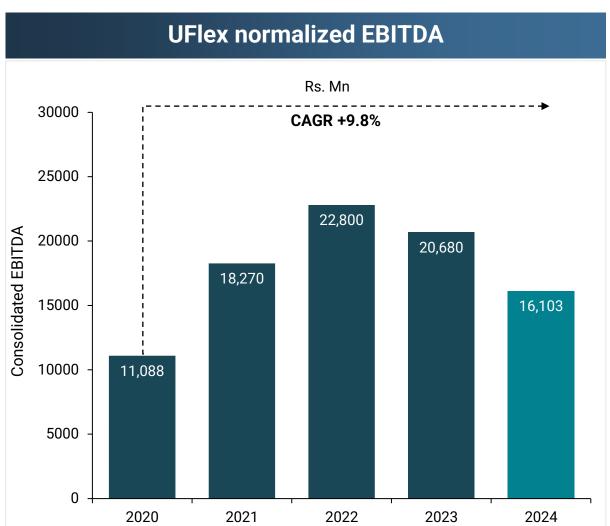




### Proven track record in financial performance









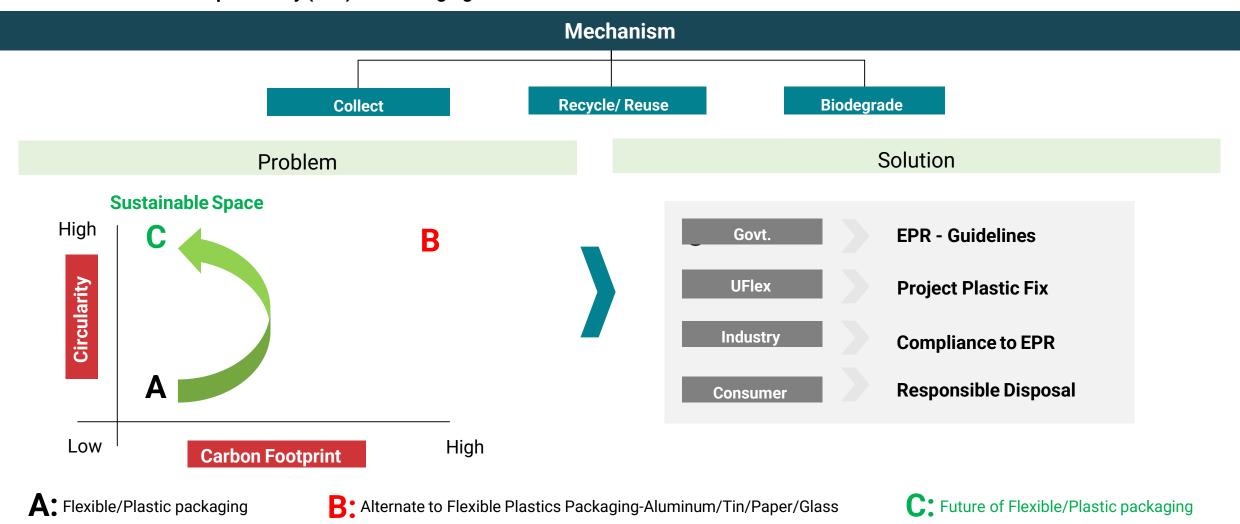
At UFlex, circular economy innovations such as packaging Film: "ASCLEPIUS™", made of 100% PCR PET (rPET) chips, and injection molding items made from recycled MLP granules, are paving the way for a more sustainable and greener tomorrow.

- Vision of circularity
- Project Plastic Fix milestones: Progress in FY2024
- Innovations for sustainable Re-use
- > ESG

### **Circular vision of UFlex**



### **Extended Producer Responsibility (EPR) for Packaging**



# Extended producer responsibility guidelines in India



#### 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)

Plastic Packaging Category	2024-25	2025-26	2026-27	2027-28 and onwards
Category I	50	60	70	80
Category II	30	40	50	60
Category III	30	40	50	60
Category IV	50	60	70	80

PIBOs obligation for use of recycled plastic content - Mandatory use of recycled plastic (% of plastic purchased)

Plastic Packaging Category	2025-26	2026-27	2027-28	2028-29 and onwards
Category I	30	40	50	60
Category II	10	10	20	20
Category III	5	5	10	10

#### 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 in following types  1. Recycling  2. End of life recycling  3. Mandated use of recycled plastics	EC to be levied at INR 5,000 per ton, at INR 10,000 per ton for 2 <sup>nd</sup> time and INR 20,000 per ton for 3 <sup>rd</sup> time. EC can be carried forward up to 3 years as per EPR guidelines.

PIBO: Producer, Brand Owner and Importers (PIBOs)

# Project Plastic Fix: Achieving sustainable milestones in FY24





6,638 MT PET waste or 478 million PET bottles recycled.



6,964 MT MLP waste recycled.



**35.4%+ YoY** Increase in recycled/reused raw materials/inputs in our production processes



100+ product variants, 7 facilities



Operational since 1995



Leveraged towards a sustainable and green tomorrow

PCR PET bottle & MLP recycling

rPET flakes

PCR (rPET) chips

ASCLEPIUS™ 100% rPET content film

rMLP granules

**rMolding Products** 

<sup>1.</sup> Post-Consumer Recycled (PCR); 2. Recycled polyethylene terephthalate (rPET) 3. Multi-layered packaging plastic (MLP) 4. Polyethylene terephthalate(PET); 5. Metric Ton (MT); **35.4%+ YoY** Increase in recycled/reused raw materials in production process is of FY23;

# Circularity vision: Adaptation to a material sciences enterprise



#### 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

Pyrolysis
Greenhouse-emission-free
fuel conversion from plastic waste

FUEL

MLP waste into granules used to make over 10000 products: road dividers, furniture, dustbins

FROM
WASTE TO
WEALTH

Converting plastic waste into 100% biodegradable biomass
Biomass

Recycling
MLP waste into granules used to make over 10000 products: road dividers, furniture, dustbins

FROM
WASTE TO
WEALTH

Converting waste plastic bottles into upto 100% PCR films Asclepius

Asclepius

Recycling

MLP Waste recycled into granules. Molding industry re-uses it to make industrial/ household products with sustainable commercial value.

#### **Biomass**

UFlex develops special master batch additives that converts plastic waste into 100% biodegradable biomass by 12 months.

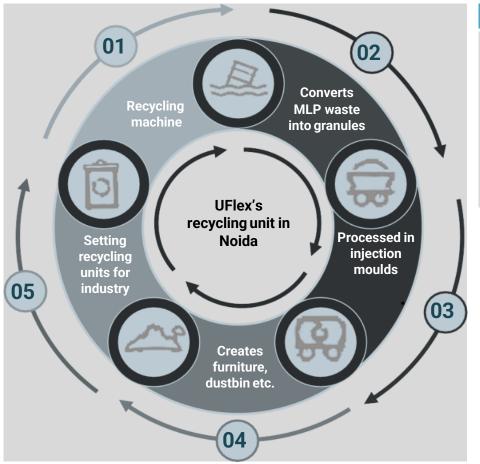
#### **Green Film Asclepius**

It is a 90% PCR content rBOPET Film. It reduces 75% carbon footprint versus virgin BOPET Films.

# Innovative ideas in sustainable re-use



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



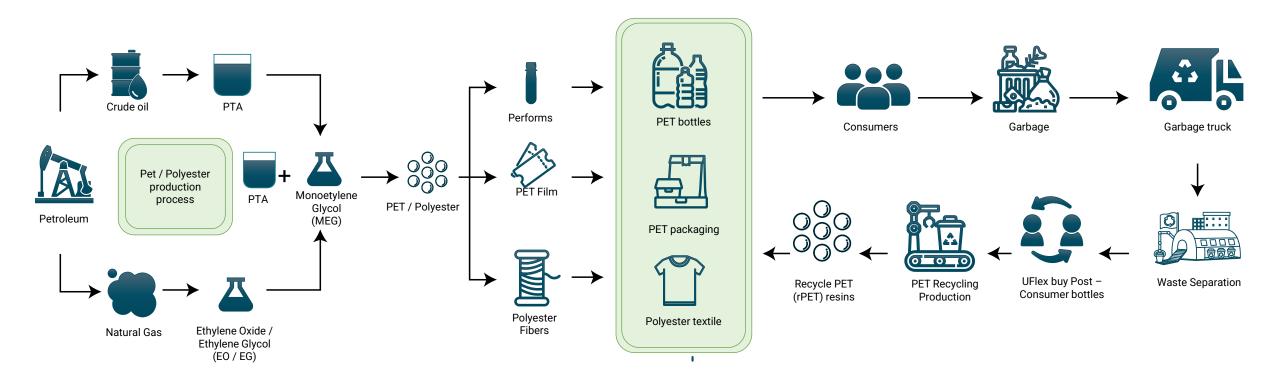
Converts into pellets



Recycles into furniture, road etc.

# Recyclable PET Life Cycle





# Recycling plants across geographies



#### Global

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

Egypt		
Particulars	Capacity(MPTA)	
PCR PET Chips	18,000	

Poland		
Particulars	Capacity(MPTA)	
rMLP Granules	3,900	



#### India

Noida		
Particulars	Capacity(MPTA)	
PCR PET Chips	9,600	
rMLP Granules	6,000	

Jammu		
Particulars	Capacity(MPTA)	
rMLP Granules	3,000	

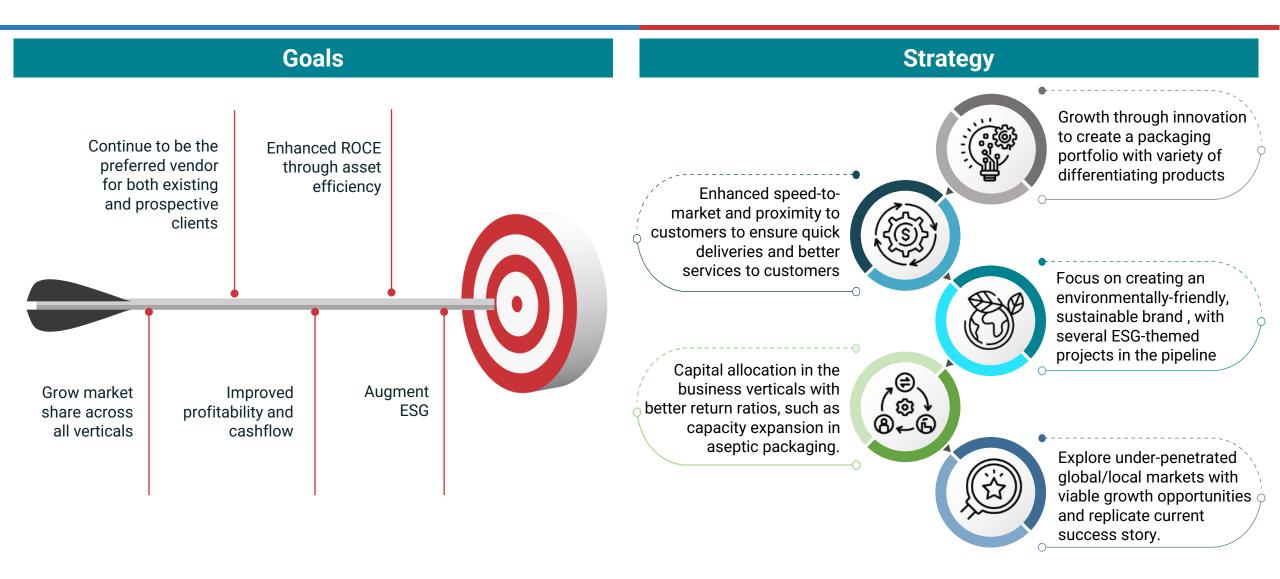
Malanpur*		
Particulars	Capacity(MPTA)	
rMLP Granules	10,800	

Malanpur Poland Noida \* Malanpur is Asepto MLP waste recycling

<sup>1.</sup> Post-Consumer Recycled (PCR); Polyethylene terephthalate (PET); 3. Recycled multi-layered packaging plastic (rMLP);

# Road ahead



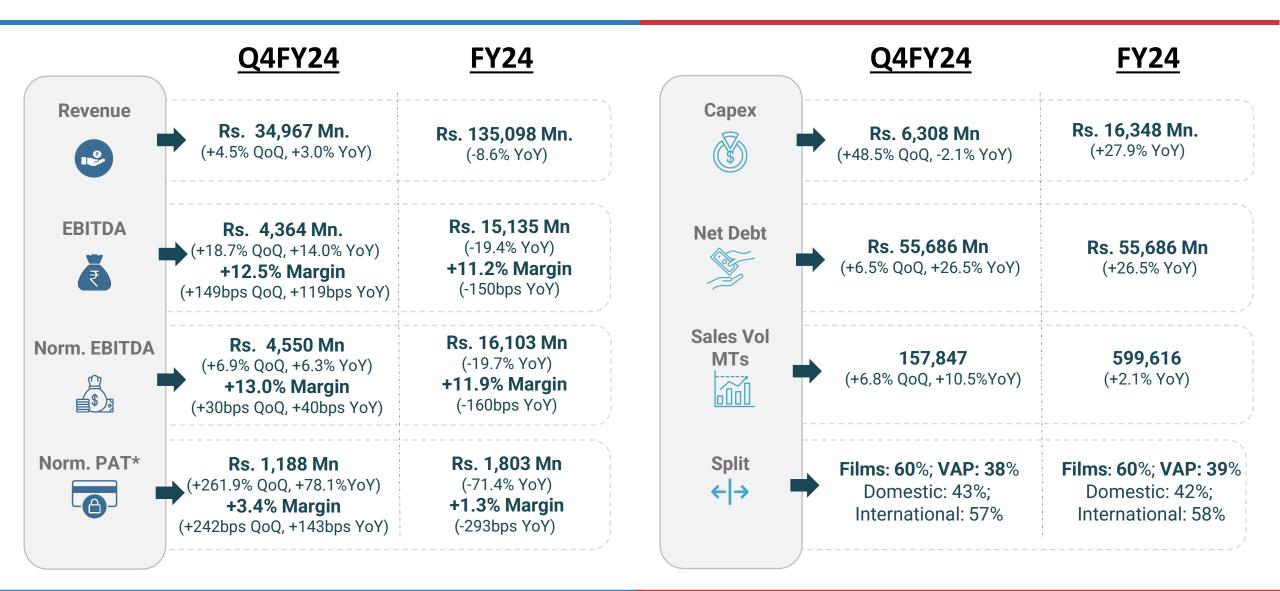




# **Financials**

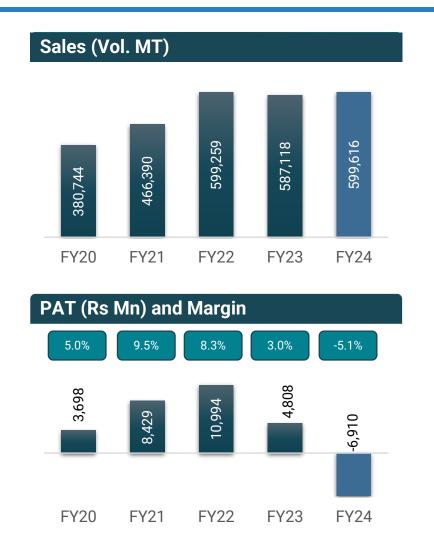
# **Performance Snapshot**

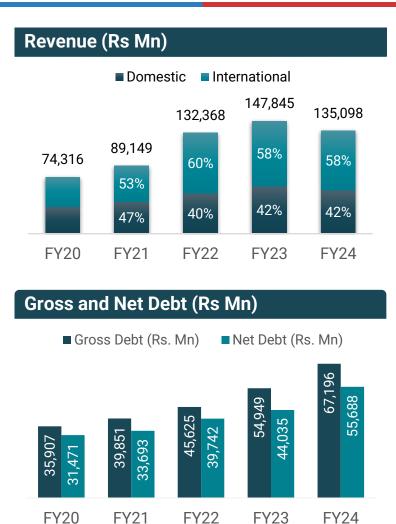




# Spotlight on key financial excellence (consolidated)



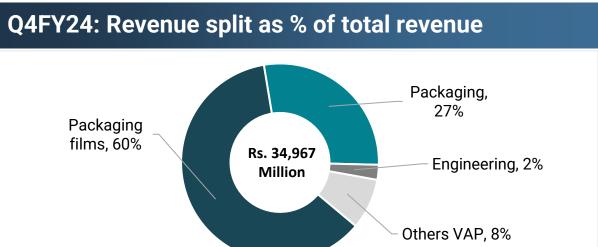


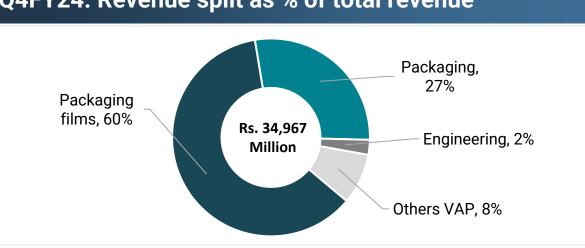


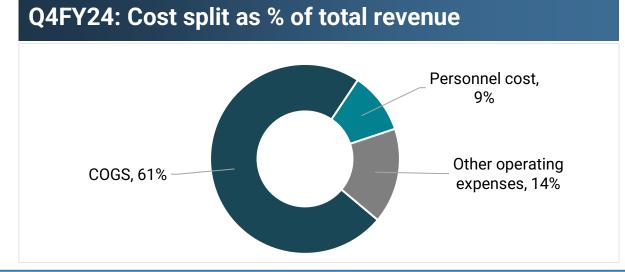


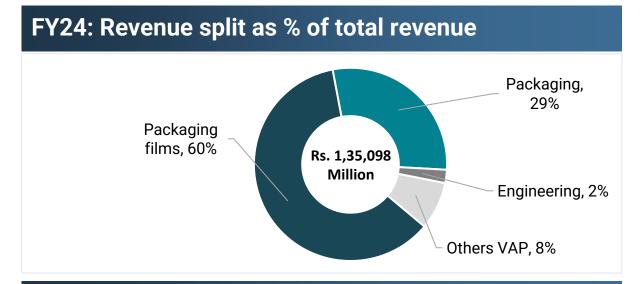
# Revenue and cost split (consolidated)

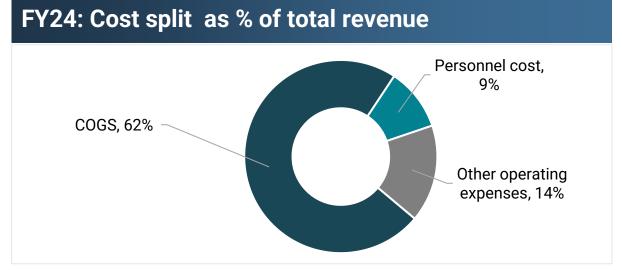












# **Consolidated P&L summary**



Particulars (Rs. Mn.)	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY24	FY23	YoY
Revenue	34,967	33,454	33,935	5%	3%	1,35,098	147,845	(9%)
EBITDA	4,364	3,675	3,830	19%	14%	15,135	18,785	(19%)
EBITDA Margin (%)	12.5%	11.0%	11.3%	149 bps	119 bps	11.2%	12.7%	(150 bps)
Depreciation and Amortization	1,650	1,663	1,660	(1%)	(1%)	6,555	5,990	9%
Finance costs	1,283	1,403	1,296	(9%)	(1%)	5,356	4,734	13%
Profit / (Loss) before Exceptional items	1,430	609	874	135%	64%	3,224	8,061	(60%)
Exceptional items (Refer Note)	3,897	1,001	658	290%	492%	8,713	1,500	481%
Profit / (Loss) before tax	(2,467)	(391)	215	-	-	(5,489)	6,561	-
Net profit / (Loss) after tax	(2,709)	(672)	9	-	-	(6,910)	4,807	-
Profit After Tax Margin (%)	(7.7%)	(2.0%)	0.0%	(574 bps)	(777 bps)	(5.1%)	3.3%	(837 bps)
EPS (Rs.)	(37.52)	(9.31)	0.12	-	-	(95.69)	66.57	-

**Note:** The currency loss due to the devaluation of the Nigerian Naira amounted to Rs. 2,126 million and Rs. 6,942 million for the quarter and fiscal year ending March 31, 2024, respectively. In Egypt, the corresponding figures were Rs. 1,771 million and Rs. 1,771 million for the same period.

# **Consolidated balance sheet**



Particulars (Rs. Mn.)	As on 31 <sup>st</sup> March 2024	As on 31 <sup>st</sup> March 2023
Assets		
Non-current assets		
Property, plant and equipment	76,598	72,113
Capital work-in-progress	5,383	4,568
Investment Properties	110	122
Intangible assets	180	145
Right to use Assets	5,346	5,486
Intangible assets under development	0	90
Financial assets		
Investments	1,700	1,909
Loans	299	10
Other financial assets	1,150	577
Other non-current assets	5,988	3,666
Total Non-Current Assets	96,753	88,685
Current Assets		
Inventories	19,178	23,109
Financial assets		
Trade receivables	34,373	32,321
Cash and cash equivalents	10,467	10,084
Other balances with banks	265	830
Loans	90	-
Other financial assets	1,014	1,304
Other current assets	11,337	8,044
Total Current Assets	76,724	75,692
Total Assets	173,477	164,377

Particulars (Rs. Mn.)	As on 31 <sup>st</sup> March 2024	As on 31 <sup>st</sup> March 2023
Equity and Liabilities		
Equity		
Equity Share Capital	722	722
Other equity	71,528	74,333
Total Equity	72,250	75.055
Non-Current Liabilities		
Financial Liabilities		
Long term borrowings	41,649	34,634
Lease Liabilities	2,075	1,960
Other financial liabilities	978	873
Long term provisions	426	354
Deferred tax liabilities	3,426	3,027
Total Non-Current Liabilities	48,554	40,848
Command Linkilisian		
Current Liabilities		
Financial Liabilities	05.547	20.04.5
Short term borrowings	25,547	20,315
Lease Liabilities	195	127
Trade payables	20,503	21,573
Other financial liabilities	4,723	3,782
Other current liabilities	1,307	1,451
Short term provisions	237	194
Current tax liabilities	162	1,032
Total Current Liabilities	52,674	48,474
Total Equity and Liabilities	173,477	164,377

# **Consolidated financial overview**



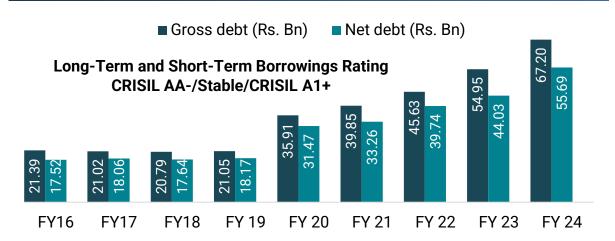
Key Financials Ratios	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
EBITDA Margin	12%	12%	13%	13%	13%	13%	15%	20%	17%	14%	12%
PAT Margin	3%	4%	5%	5%	5%	4%	5%	9%	8%	3%	-5%
Net Debt to Equity	0.78	0.65	0.52	0.51	0.47	0.44	0.69	0.62	0.60	0.59	0.78
Net Debt to EBIDTA	3.08	2.69	2.11	2.12	2.06	1.88	2.94	1.87	1.76	2.13	3.53
Asset Turnover	0.94	0.95	0.96	0.94	0.92	1.02	0.83	0.82	1.01	0.96	0.80
Debtors Turnover	4.24	4.12	4.29	4.16	3.78	4.00	3.71	4.08	4.44	4.39	4.05
ROCE	10%	11%	12%	12%	11%	12%	10%	16%	16%	10%	7%
ROE	7%	8%	9%	10%	8%	7%	8%	15%	16%	6%	-9%
Inventory Turnover	6.82	6.02	5.54	5.47	5.50	5.95	5.01	4.69	5.20	4.45	3.93

# **Debt profile**

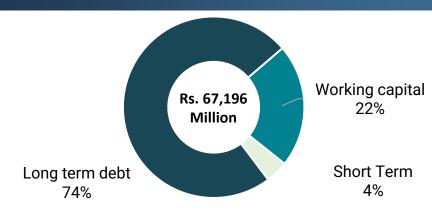


Debt breakdown									
Particulars (Rs. Mn)	Mar-2024	Dec-2023	Sep-2023	Jun-2023					
Long Term	49,620	49,101	47,894	47,642					
Working Capital	15,065	14,550	12,701	11,223					
Short Term	2,511	2,164	1,592	1,433					
Total Debt	67,196	65,815	62,187	60,298					
Net Debt	55,688	52,278	47,598	44,465					

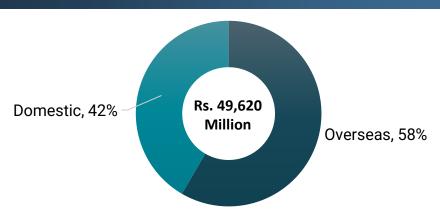
#### Debt over the years (Rs. bn)



#### Split of total debt



#### **Split of long-term debt**



Commissioned new projects will create new revenue streams and profitability. The resulting earnings generated will aid in deleveraging the company's balance sheet.

Billion (Bn); Million (Mn)

# **Capex: Investing in tomorrow**



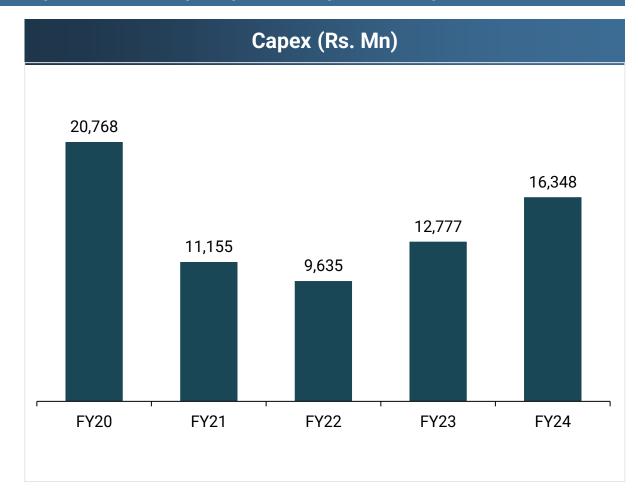
Investing to gain competitive advantage, boost market share and revenue, optimize costs, expand profits and promote long-term value creation

# FY 2024 capex was Rs. 16,348 million, compared to Rs. 12,777 million in FY 2023

- > Egypt: Greenfield PCR PET chips plant (installed capacity—18,000 MTPA).
- > Panipat, India: Greenfield vPET chips plant (installed capacity-1,68,000 MTPA).
- ➤ Russia: Brownfield CPP Film line (installed capacity—18,000 MTPA).

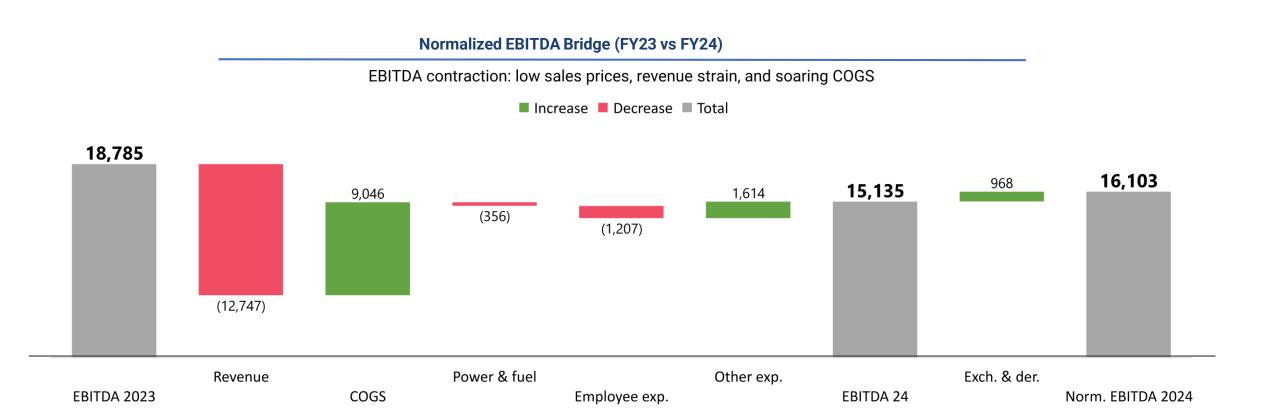
#### Strategic projects being implemented in FY2025

- ➤ Mexico: Brownfield CPP film line (capacity—18,000 MTPA).
- ➤ Egypt: New PET chips plant (capacity-2,16,000 MTPA)
- ➤ Sanand: Asepto production capacity debottlenecking (7 Bn to 12 Bn packs a year)



# **EBITDA** bridge



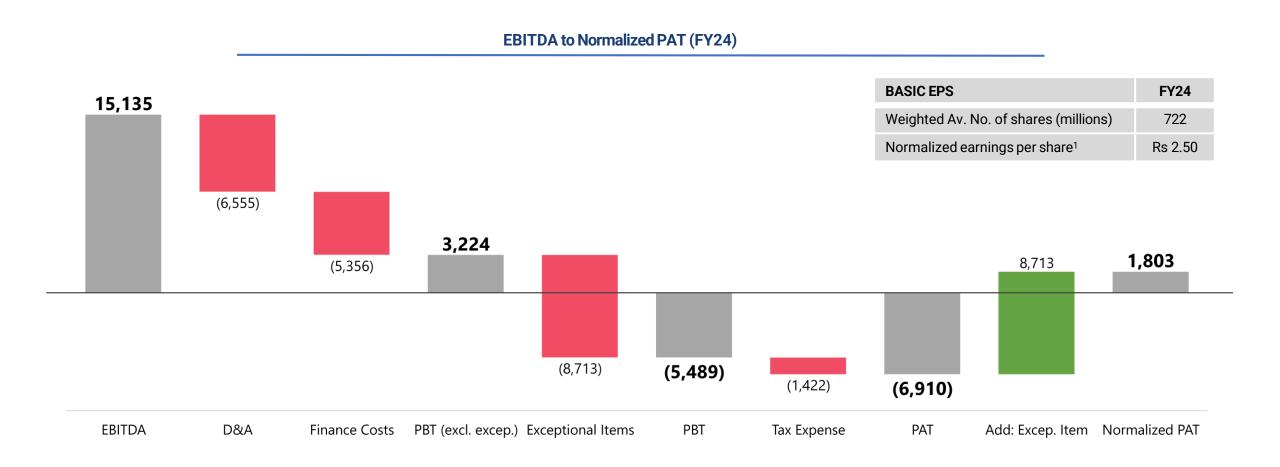


- Revenue decreased as a result of pricing pressure stemming from supply-demand mismatch in the BOPET and BOPP sectors.
- Profit shrinkage was driven by revenue pressure and higher power, and fuel expenses.
- Note: The Rs. 968 million related to foreign currency gains/losses and gains/losses in derivative instruments are absolute adjustments made to calculate normalized EBITDA. This figure does not represent an increase compared to the previous year.

Bracket implies negative numbers;

## **FY24 EBITDA to normalized PAT**





1. Normalized earnings per share based on adjusted net income excluding Exceptional items related to Nigeria & Egypt currency devaluation

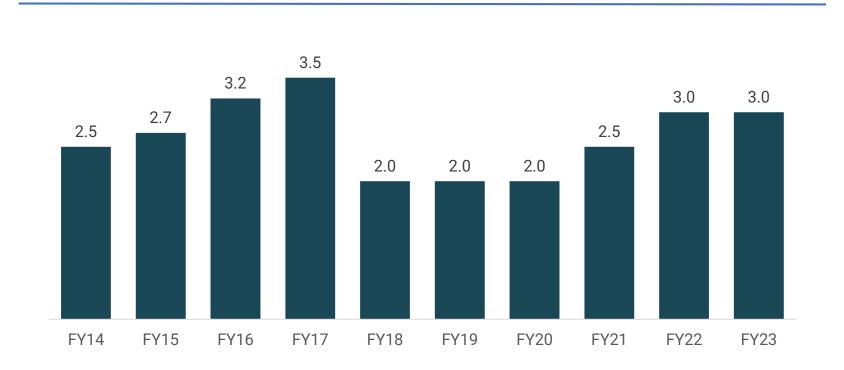
# **Dividends: Consistent shareholder returns**



- Management's commitment to shareholder interests
- Delivering tangible and consistent returns to shareholders through dividends



#### **Dividend per share (DPS Rs.)**



# **Key financial performance (standalone)**

FY20

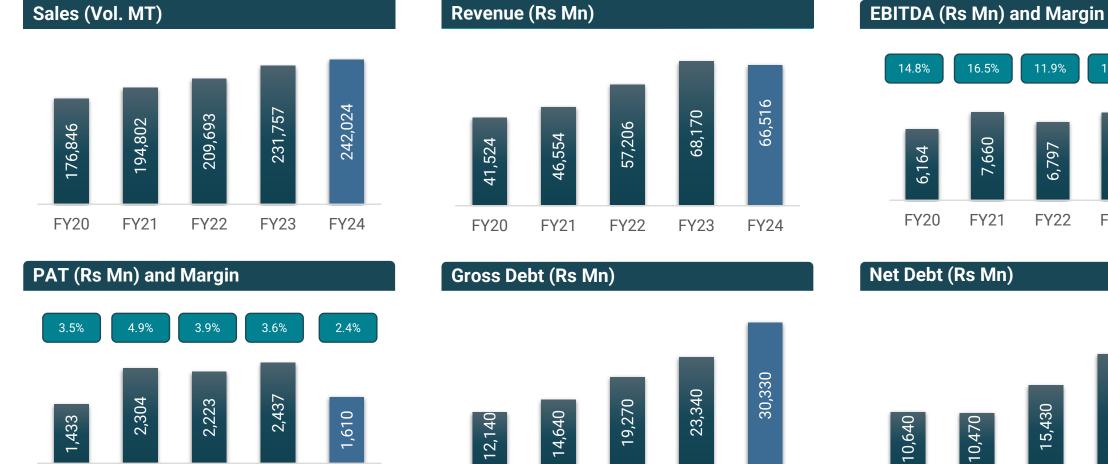
FY21

FY22

FY23

FY24





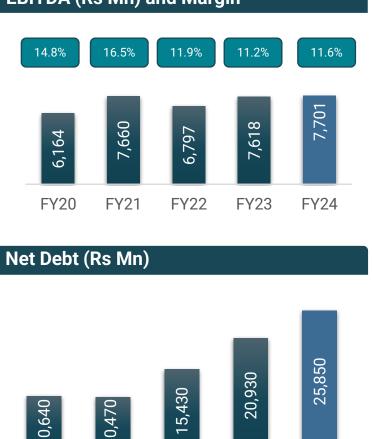
FY21

FY20

FY22

FY23

FY24



FY22

FY23

FY24

FY20

FY21

# **Standalone P&L summary**



Particulars (Rs. Mn.)	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY24	FY23	YoY
Revenue	16,709	16,589	16,866	1%	(1%)	66,515	68,170	(2%)
EBITDA	2,250	1,714	2,322	31%	(3%)	7,701	7,618	1%
EBITDA Margin (%)	13.5%	10.3%	13.8%	313 bps	(30 bps)	11.6%	11.2%	40 bps
Depreciation and Amortization	747	747	674	0%	11%	2,982	2,621	14%
Finance Cost	666	664	567	0%	17%	2,558	1,826	40%
Profit Before Tax	836	303	1,081	176%	(23%)	2,161	3,171	(32%)
Profit After Tax	614	237	827	159%	(26%)	1,610	2,437	(34%)
Profit After Tax Margin (%)	3.7%	1.4%	4.9%	224 bps	(123 bps)	2.4%	3.6%	(115 bps)
EPS (Rs.)	8.50	3.29	11.45	158%	(26%)	22.29	33.75	(34%)

#### **Product Innovation**



#### **Chemicals**



#### **FLEXCRYL 6666**

#### Polyester Acrylate for UV, EB coating and ink:

Acting as a crosslinking agent, it facilitates essential chemical bonding, ensuring adhesion to a variety of substrates including paper, plastics, and metals. Additionally, it provides protection against abrasion, chemicals, and UV radiation, thereby augmenting the longevity and visual appeal of the coated surfaces



#### **FLEXSEAL WBHS 36**

An aqueous dispersion, environment-friendly heat seal coating designed to give good adhesion and heat-sealing property on substrates such as paper to paper and aluminum foil to aluminum foil. It has good oil and water resistance properties



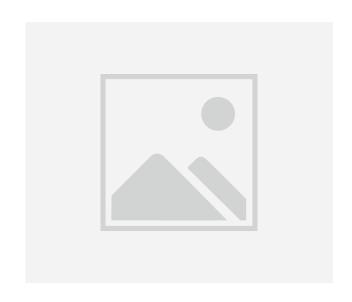
#### **FLEXBOND FB DL 500**

A water-based acrylic designed primarily for lamination of films (clear PET or BOPP, Matt BOPP) and metallized films to paper/duplex board for offset industries. It provides excellent gloss and bond strength after lamination. This product is primarily recommended for new dual metal rollers dry lamination machines for Mono carton

#### **Product Innovation**



# **Engineering- Machines**



#### **Asepto Speed 25000**

Under the Asepto banner, UFlex unveiled nextgeneration Asepto Speed 25000 Machine which is capable of processing 25,000 aseptic liquid cartons per hour. This is a significant milestone compared to the earlier machine that could process 10,000 Aseptic liquid cartons per hour.



#### **Double head Coating-1650**

Utilized for applying various coatings to improve the barrier properties of the film, this machine can apply coatings ranging from thin (0.2 gsm) to thick (6.0 gsm), ensuring a very smooth and even distribution across the width of the film.



#### **Automatic Edible Oil Packing**

The Vertical Form Fill & Seal machine maintains stringent high standards of hygiene and safety. It is engineered to accommodate a broad spectrum of impulse sealable laminates, enabling the production of three-side seal pouches at speeds of up to 60 packs per minute. Equipped with specialized forming tools, it ensures uniform and enhanced forming

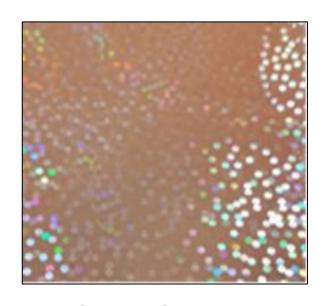
#### **Product Innovation**



# Holography

# Ventured in Holographic security labels for the Pyrotechnics industry

UFlex's holography business launched tailored holographic security labels for counterfeits in Pyrotechnics industry. These advanced labels, custom-designed for a prominent industry leader, incorporate unparalleled overt security features, serving as visible identifiers. These security labels solidify UFlex's position as a frontrunner in packaging and security solutions



Addition of high-refractive holographic sequins film-a new benchmark for luxury in embellishments

High-refractive holographic sequins film designed to cater to the high-end market. The film's light and color effects position it as the ultimate choice for premium fashion, accessories, haute couture, and upscale decor

#### **Films**



**"B-UUB-M"** Outstanding Barrier Metallized BOPP Film

Film stands as a functional raw material designed to meet stringent packaging demands for Dry fruits & beverage packaging, Chips & snacks packaging, Biscuits, cookies & crackers packaging, and Confectionery & chocolate packaging

# **Appendix**



- **➤ 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





#### 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



# 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.



#### 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)



#### 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



## 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



# 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



#### 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



#### 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



# Management team



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



#### 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



#### **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 and LLB & LLM (Gold Medalist) from Agra University



#### 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)



# 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.



#### Yogesh Kapur, Exec. Vice President, Holography Business

- Accomplished industry leader with 30+ years of domestic & international experience in Operations, Profit Centre Management, B2B Marketing & Sales and Strategic planning in both- startups & growth organizations
- Prior to UFlex, held leadership positions with 3M India in different countries at various ranks, for more than two decades.



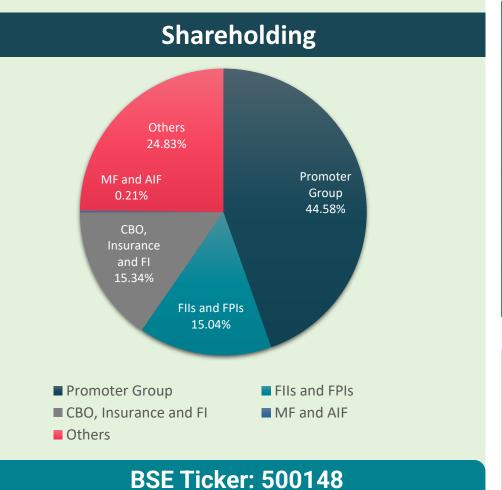
#### Parwez Izhar, Senior Vice President, Printing Cylinders Business

- 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.



# **Shareholding pattern – March 2024**





**NSE Symbol: UFLEX** 

Historical Shareholding Pattern ( in %)										
Categories	Mar '23	June '23	Sep '23	Dec'23	Mar'24					
Promoter Group	44.58	44.58	44.58	44.58	44.58					
Fils and FPIs	14.83	14.68	14.08	14.6	15.04					
CBO, Insurance and FI	14.36	14.94	15.17	15.31	15.34					
MF and AIF	0.17	0.17	0.19	0.2	0.21					
Others	26.06	25.63	25.98	25.31	24.83					

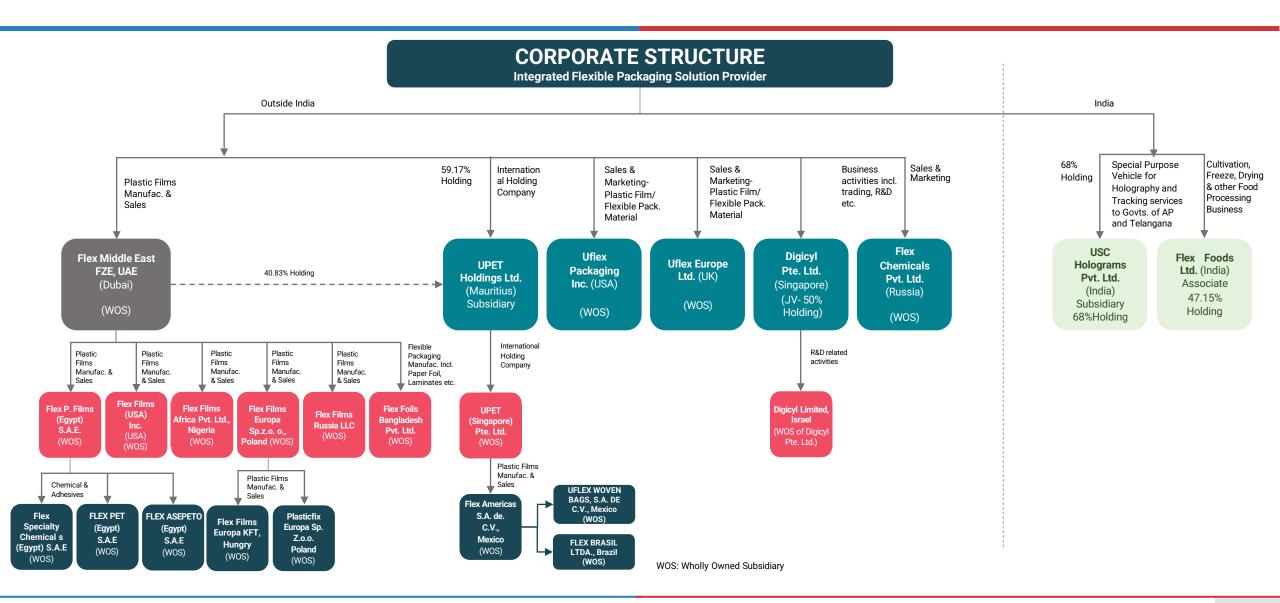


Market Cap as on March 31, 2024 ~ Rs 2,919 Cr

Outstanding shares: 7.22 Cr

# **Group structure**





#### **Our values**



#### Socio-environmental Sutainability

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 Perpective**

Thinking globally and acting 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.



# **UFlex Limited**

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**Corporate ID**: L74899DL1988PLC032166

Website: www.uflexltd.com

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