# ARROW GREENTECH LTD.

**Investor Presentation** 

www.arrowgreentech.com



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### Leadership Team :Board Of Directors





Mr. Shilpan P. Patel
Chairman & M.D

He holds a Master's in Business
Administration from Sam Houston State
University, Texas. With experience in the
coating industry from Grace Paper Industries
Pvt. Ltd, he developed the award-winning
Water Soluble Film in 1990, a product with
significant environmental impact.

Appointed to the Board on October 30, 1992, Mr. Patel oversees Business Development and Strategic Management. Under his leadership, Arrow has secured over 40 patents worldwide and received several awards, including the National IP Award for Patents & Commercialization.



Mr. Neil Patel

Jt. Managing Director

He possess excellent entrepreneurship and organizational skills and demonstrating keen interest in assuming operational responsibilities since joining the company.

He serves as a member of the Audit and Stakeholders Relationship committee of the company.



Mr.Haresh Mehta
Independent Director

He is certified in Packaging Technology and director in Jayna Packaging Pvt LTD.

He is a Chairman of Audit Committee and a member of the Investor Grievance Committee of the company.

### Leadership Team :Board Of Directors

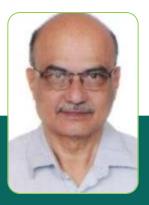




Mrs. Jigisha Patel
Woman Director

She possess a great knowledge in supervising and co-ordinating the administration along with Managing and Handling Team.

She also have a wide range of experience and knowledge in Corporate Affairs.



**Mr. Prashant Mehta**Independent Director

He is a Company Secretary with over 40 years of experience, has held key roles in renowned companies such as Premier Ltd, Jindal Iron and Steel Co Ltd. (now JSW Steel), and Shoppers Stop, bringing invaluable expertise in legal and secretarial affairs to the table.

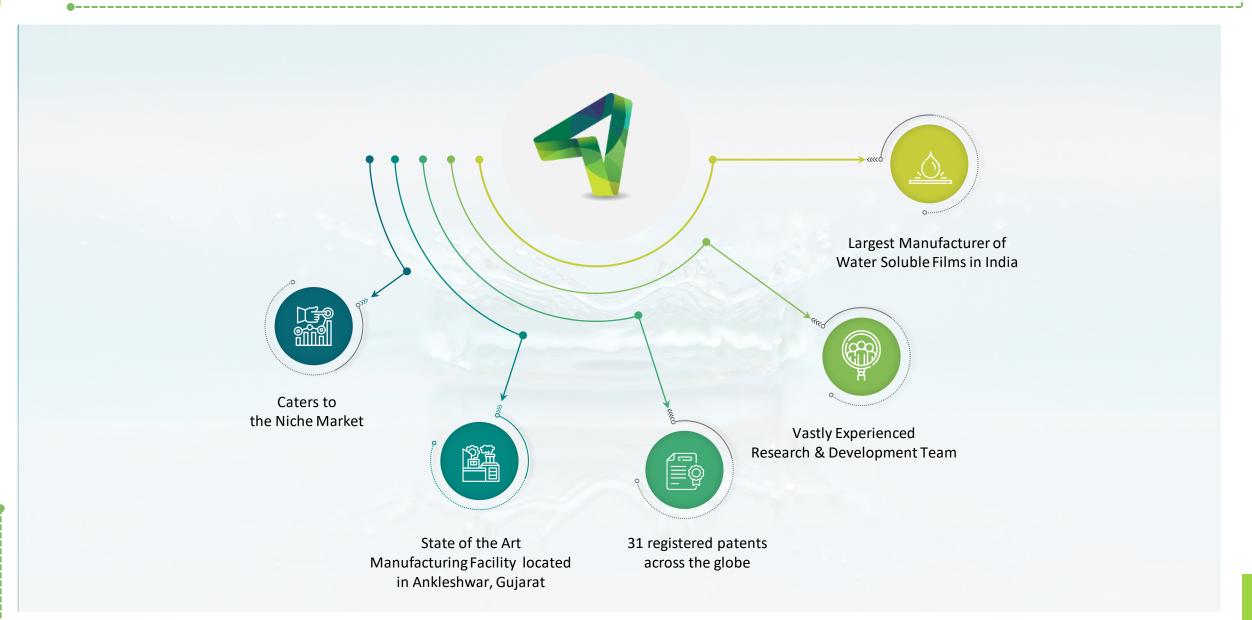


Mrs. Barkharani Nevatia
Independent Director

She is a Chartered Accountant practicing in Pune and Mumbai, offers extensive experience in corporate tax, statutory audits, and specialized knowledge in GST and Income Tax, backed by an LLB degree from Mumbai University and education from Narsee Monjee College of Commerce and Economics.

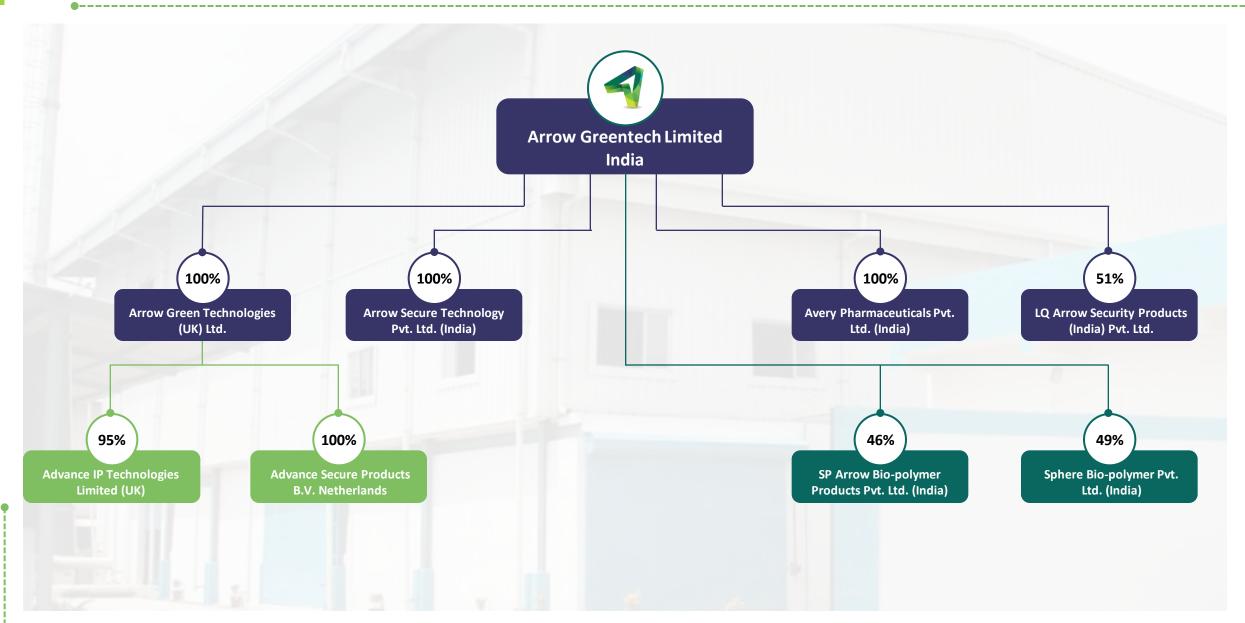
# Arrow Greentech In A Snapshot...





# **Corporate Structure**





### **Business Overview**



#### **Water Soluble Films**

Development, Production & Marketing of Wide Range of Water Soluble Films



#### **Intellectual Property**

Total of 31 granted patents across the World across all key business verticals of paper and packing industry, Security products, Health, Hygiene & Food and Printing & PSA Materials

#### **Security Products**

Security products include Anti-counterfeit products for use in high security papers and brand protections etc.

#### Other

The other segments include Klenz Pro and BioPlast.

- KlenzPro: The most concentrated range of hygiene products which are supplied in watersoluble capsules, without generating plastic waste
- Bioplast: The bio-compostable film is an ecofriendly alternative to replace single-use plastic for our future generations

#### **Avery Pharma**

A 100% wholly-owned subsidiary of Arrow Greentech Limited, the company is committed to the cause of enhancing patient outcomes with a novel approach to oral drug administration, via its Mouth Dissolving Strips (MDS)







### What Is Water Soluble Film (WSF)?



Packaging material that is environmentally safe & fully biodegradable when disposed in water.

Arrow manufactures water-soluble PVA / PVOH (Poly Vinyl Alcohol) film by solution casting. Casting machines are custom-built to suit the customer's requirements best

### **Properties of WSF**

**Optimum Tensile Strength** 

Excellent Moisture/Heat Sealing

Flexibility for using in multiple forms of packaging

**Eco-friendly** 

Watersol is the trademark product of Arrow Greentech Ltd.

### **Applications of WSF**

Eco Friendly
Packaging
(Agrochem
Packaging, Detergent
Packaging, other
Primary Packaging)

Industrial
Consumables
(Mould release,
Embroidery, etc.)

Printing
(Hydrographic /
Hydro dipping)

**Laundry Bags** 

Protective Packaging Film

Applications
(Battery separator,
active embedded
film, anti

counterfeit film)

Other

Process

Batching - Casting - Slitting - PVA film

Value Addition

Embossing - Printing

### **Features**



01

Optimum tensile strength to handle weight from 10 grams to 10 kg.

02

Excellent moisture/ heat sealing for blocks, bars, powder, and granular product packaging.

03

Helps achieve an Accurate dosing system.

Optimum tear strength.

05

Flexible for machine automation.

06

Non-toxic and safe for the environment.

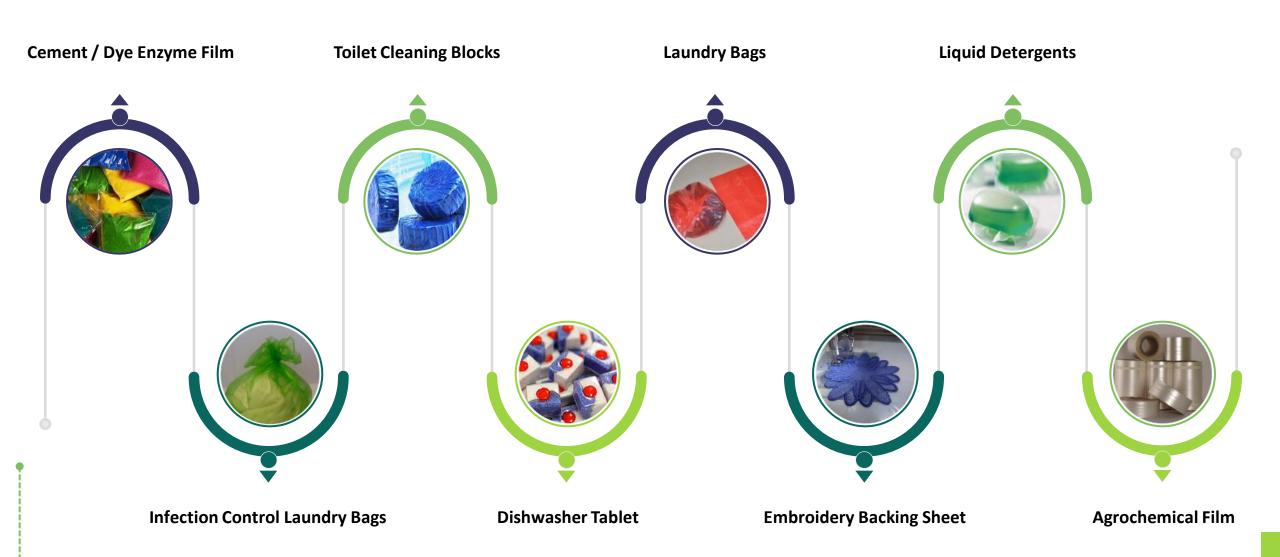
High puncture resistance.

Excellent organic solvent resistance.



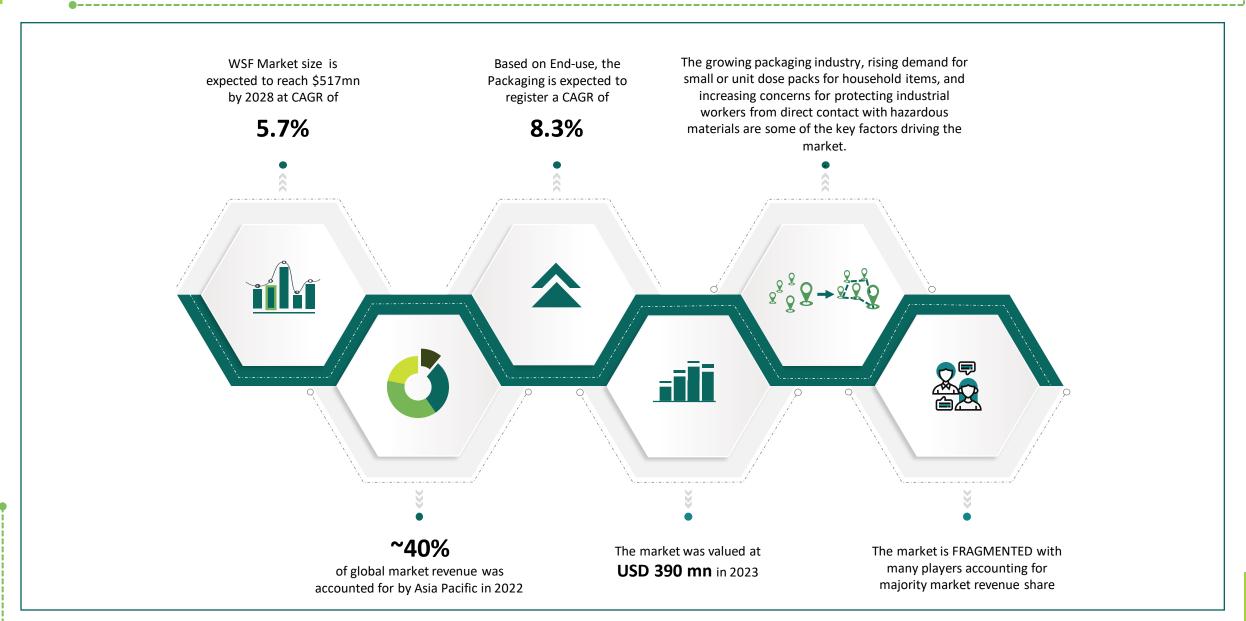
### Use Of Water-soluble Film





### Water Soluble Films (WSF) Industry Snapshot





### State Of The Art Manufacturing Facilities





### **Global Presence**





 Wide Distribution channel to service our clients from around the world





# **SECURITY PRODUCTS**



# **Security Products**





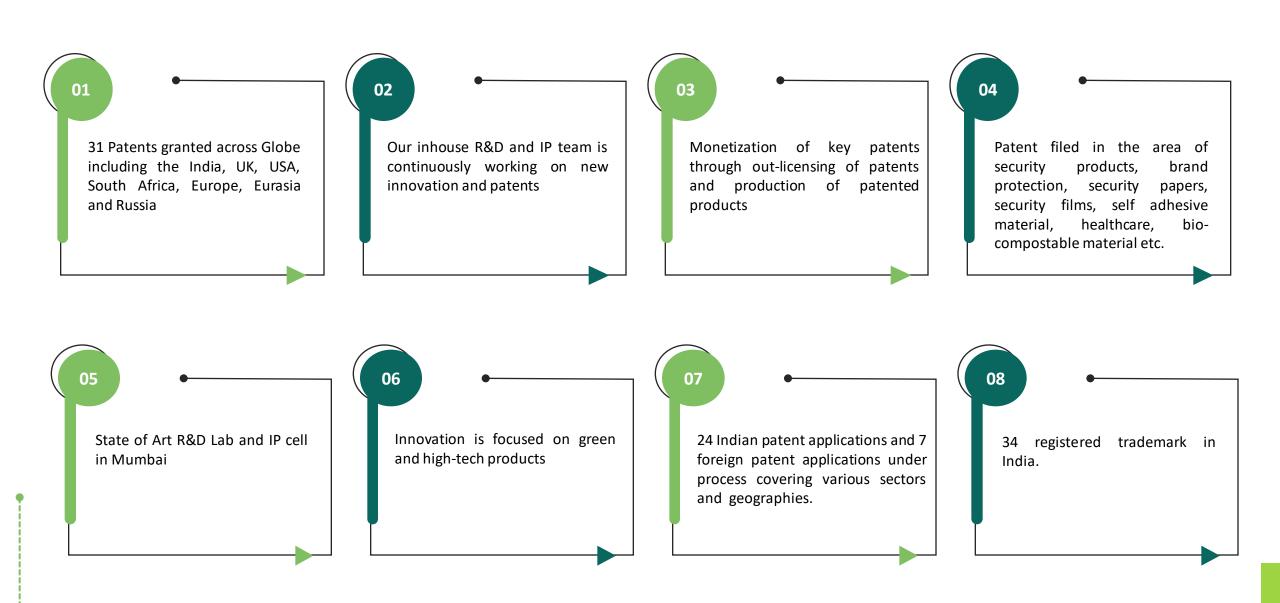






### **Intellectual Property**





### Arrow's Intellectual Property



#### **Granted Patents**

Arrow Greentech Limited at present has 34 granted patents globally covering the territories of – India, UK, USA, South Africa, Europe, Eurasia and Russia

#### **Patent Applications**

Arrow Greentech Limited also has 28 Indian patent applications and 8 foreign patent applications under process covering various sectors, through mainly covering Water-Soluble Films and Security Section

#### **Trademarks**

Arrow Greentech Limited has 34 in-force registered Trademarks along with 9 Trademark application currently under processing

#### Group 1 - Paper and Packing Industry

Cold Water Soluble Film	Water oluble High strength paper and process of manufacture		_	gh security paper and process of manufacture		Self destructive irreversible security packaging film			Method of producing a high security film and high security film produced by the said method			Bio-Compostable Multi-Layered composite and methods of manufacturing the Same			
India (20.02.24)	<b>India</b> (23.09.09)	South Africa (28.10.09)	United States (22.11.11)	<b>Europe</b> (23.08.17)	<b>Russia</b> (20.01.11)	Europe (13.09.17)	India (03.01.18)	India (21.01.09)	<b>Eurasia</b> (30.12.09)	<b>Europe</b> (05.05.10)	United States (23.08.2016) (Div) (07.12.21)	United States (29.05.12)	<b>Europe</b> (15.08.12)	India (31.10.18)	<b>India</b> (10.01.24)

#### Group 2 - Packaging Industry

•	Improved Water Soluble Film and method of making the same	Cold Water Soluble Film	Packaging Material	High stre	ngth paper and process of ma	nufacture	Self destructive irreversible security packaging film		kaging film	Bio-Compostable Multi-Layered composite and methods of manufacturing them	Edible water soluble packaging film and package made out of the said film	
	India (12.12.23)	India (20.02.24)	<b>South Africa</b> (27.05.09)	India (23.09.09)	South Africa (28.10.09) United States (22.11.11)	<b>Europe</b> (23.08.17)	India (21.01.09)	<b>Eurasia</b> (30.12.09)	<b>Europe</b> (05.05.10)	United States (23.08.16) (Div) (07.12.21)	India (10.01.24)	India (05.06.12)

# Arrow's Intellectual Property



#### **Group 3 – Security Products**

Security Laminates	High security paper ar	nd process of manufacture	Self de	Self destructive irreversible security packaging film		Method of producing a high security film and high security film produced by the said method			Bio Degradable Smart Cards	Security Yarn	
UK (24.01.24)	Russia Europe (13.09.17)	India (03.01.18)	<b>India</b> (21.01.09)	<b>Eurasia</b> (30.12.09)	<b>Europe</b> (05.05.10)	United States (23.08.16) (Div) (07.12.21)	<b>United States</b> (29.05.12)	<b>Europe</b> (15.08.12)	India (31.10.18)	India (21.08.17)	India (08.09.23)

#### Group 4 – Health, Hygiene & Food

Improved Water Soluble Film and method of making the same	Cold Water Soluble Film	Packaging Material cold water soluble	Edible water soluble packaging film and package made out of the said film	kaging film and A water soluble film based matrix to contain ge made out of the samples extracted from living species			Water Soluble Drug delivery system	A Cleaning Device with Sustained Release of Actives
India (12.12.23)	<b>India</b> (20.02.24)	<b>South Africa</b> (27.05.09)	<b>India</b> (05.06.12)	India (27.03.12)	<b>Europe</b> (24.07.13)	<b>USA</b> (18.03.14)	United Kingdom	<b>India</b> (01.02.23)

#### **Group 5 – Printing and PSA Materials**

•	New Improved Self adhesive materials with a water soluble films Wide format printed graphics without release liner		Self adhesive materials with a	water soluble protective layer	Self Adhesive Wall Paper with Reduced Adhesive Material and Water Soluble Film
	India (30.10.23)	India (27.12.10)	<b>South Africa</b> (1.12.08)	<b>United States</b> (09.11.10)	<b>India</b> (16.03.23)

### Key Granted Patents across the Globe





#### Health

- Mouth Melting strips,
   Gel strips, Enzyme
   strips
- Vitamins, Drugs, Medicine, Disinfectants and other Pharma ingredients
- For clinical setting like blood, serum, urine testing etc.



#### Hygiene

 Used to add Active ingredients of Detergents,
 Softeners, Cleaning Laundry, Dishes,
 Floorings, Walls,
 Furnitures and other cleaning agents that are retained and remained intact for a longer time



#### **Packaging**

- Used in agronutrients such as fertilizers, urea, agrochemicals etc.
- Used for packaging for food products, liquid cement, shopping bags etc. or other biodegrable material



#### Security

- Used in making security labels or secure packaging of the products for identification
- Used in manufacturing of security documents such as cheques, bank notes, passport papers etc.



#### **Printing**

- Used for printing fabrics, net or perforated cloth
- Used for printing paper, vinyl
- Used in printing of hoardings, one-way vision films



#### **Self-Adhesive**

 Used in making labels for product identification and/or advertising etc.

# Key Granted Patents across the Globe







**ARROW RX** 

**Mouth Dissolving Strip**(An Innovative Drug Delivery Solution)



### Arrow RX





# Product Development & Approvals



### **List of FASSAI Products**

Sr. No.	Name of Approved Products	Category
1	Vitamin B12 (Cyanocobalamin) 1500 mcg Mouth Dissolving Strip	Nutraceuticals
2	Food Grade Edible Film for Packaging	Nutraceuticals
3	Vitamin D3 800 IU Mouth Dissolving Strip	Nutraceuticals
4	Vitamin D3 + K2 + Calcium (1000 IU + 9 mcg + 90 mg) Mouth Dissolving Strip	Nutraceuticals
5	Natural Probiotics Strips 5 BCFU Mouth Dissolving Strip	Nutraceuticals
6	Folic Acid 400 mcg Mouth Dissolving Strip	Nutraceuticals
7	Caffeine + Vitamin B12 + Ginkgo (15 mg + 4 mg + 3 mg) Mouth Dissolving Strip	Nutraceuticals
8	Hangover Mouth Dissolving Strip	Nutraceuticals
9	L-Methyl Folate 1 mg Mouth Dissolving Strip	Nutraceuticals
10	Vitamin D3 + K2 (2000 IU +15 mcg) Mouth Dissolving Strip	Nutraceuticals
11	Vitamin K2 200 mcg Mouth Dissolving Strip	Nutraceuticals
12	Folic Acid 500 mcg Mouth Dissolving Strip	Nutraceuticals
13	Astaxanthin 5 mg Mouth Dissolving Strip	Nutraceuticals
14	Vitamin D3 1000 IU Mouth Dissolving Strip	Nutraceuticals
15	Astaxanthin 10 mg Mouth Dissolving Strip	Nutraceuticals
16	Vitamin D3 2000 IU Mouth Dissolving Strip	Nutraceuticals
17	Vitamin B12 (Cyanocobalamin) 500 mcg Mouth Dissolving Strip	Nutraceuticals
18	Vitamin B-Complex Mouth Dissolving Strip	Nutraceuticals
19	Vitamin B12 (Cyanocobalamin) 1000 mcg Mouth Dissolving Strip	Nutraceuticals
20	Ashwagandha 50 mg Mouth Dissolving Strip	Nutraceuticals
21	Ashwagandha 100 mg Mouth Dissolving Strip	Nutraceuticals
22	Curcumin + Piperine (45 mg + 5 mg) Mouth Dissolving Strip	Nutraceuticals
23	Melatonin 0.5 mg Mouth Dissolving Strips	Nutraceuticals
24	Melatonin 1 mg Mouth Dissolving Strips	Nutraceuticals
25	Melatonin 3 mg Mouth Dissolving Strips	Nutraceuticals
26	Melatonin 5 mg Mouth Dissolving Strips	Nutraceuticals
27	Melatonin 10 mg Mouth Dissolving Strips	Nutraceuticals

Sr. No.	Name of Approved Products	Category
28	Lutein + Zeaxanthin (10 mg + 2 mg) Mouth Dissolving Strip	Nutraceuticals
29	Curcumin 50 mg Mouth Dissolving Strip	Nutraceuticals
30	Astaxanthin 4 mg Mouth Dissolving Strip	Nutraceuticals
31	Curcumin 100 mg Mouth Dissolving Strip	Nutraceuticals
32	Clove Oil 8 mg Mouth Dissolving Strip	Nutraceuticals
33	Hemp Mouth Dissolving Strip 0.3% w/w	Nutraceuticals
34	Melatonin and Valerian (10 mg + 3 mg) Mouth Dissolving Strip	Nutraceuticals
35	Melatonin 10 mg, HOPS 4 mg and Valerian Root 3 mg Mouth Dissolving Strips	Nutraceuticals
36	Echinacea Purpuria & Honey Propolis (100 mg + 5 mg) Mouth Dissolving Strips	Nutraceuticals
37	L-Arginine & Caffeine (10 mg + 25 mg) Mouth Dissolving Strips	Nutraceuticals
38	Vitamin D3 400 IU Mouth Dissolving Strip (Health Supplements)	Nutraceuticals
39	Vitamin D3 600 IU Mouth Dissolving Strip (Health Supplements)	Nutraceuticals
40	Iron 17 mg Mouth Dissolving Strips (Nutraceutical)	Nutraceuticals
41	Vitamin C 50 mg Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
42	Vitamin C 40 mg Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
43	Vitamin C + Zinc + Vitamin D3 (40 mg + 10 mg + 400 IU) Mouth Dissolving Strip	Nutraceuticals
44	Vitamin B3 (Nicotinamide) 14 mg Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
45	Vitamin B3 (Niacin) 14 mg Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
46	Vitamin C + Zinc (40 mg + 10 mg) Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
47	Vitamin K2 55 mcg Mouth Dissolving Strips (Health Supplement)	Nutraceuticals
48	Vitamin D3 + K2 (400 IU + 55 mcg) Mouth Dissolving Strip (Health Supplement)	Nutraceuticals
49	Zinc Picolinate 10 mg Mouth Dissolving Strip (Nutraceutical)	Nutraceuticals
50	Caffeine 50 mg Mouth Dissolving Strips (Health Supplements)	Nutraceuticals
51	Lactoferrin 5 mg Mouth Dissolving Strips (Health Supplements)	Nutraceuticals
52	Lactoferrin 10 mg Mouth Dissolving Strips (Health Supplements)	Nutraceuticals
53	Immune Booster Mouth Dissolving Strips (Nutraceutical)	Nutraceuticals
54	Folic Acid 200 mcg Mouth Dissolving Strips (Health Supplement)	Nutraceuticals

### Product Development & Approvals



### **List of RX Approved Products**

SR No	Name of Product	Strength	Grade
1	Sildenafil Citrate	25 mg	IP
2	Sildenafil Citrate	50 mg	IP
3	Ondensentron Hydrochloride Dihydrate	4 mg	IP
4	Ondansetron Hydrochloride Dihydrate	8 mg	IP
5	Amlodipine Besylate	5 mg	IP
6	Amlodipine Besylate	10 mg	IP
7	Sildenafil Citrate	25 mg	USP
8	Sildenafil Citrate	50 mg	USP
9	Ondansetron Hydrochloride Dihydrate	4 mg	USP
10	Ondansetron Hydrochloride Dihydrate	8 mg	USP
11	Vitamin D3 (Cholecalciferol)	2000 IU	IP
12	Vitamin B12 (Methylcobalamin)	1500 mcg	IP
13	Eliglustat Sublingual Film	12/16/20/24 mg	IH
14	Tadalafil	10/20 mg	USP
15	Nicotine Polacrilex	2/4 mg	USP



- Various other products are under development or approval phase
- Inhouse product development team is continuously working on new development and innovation and New drug application projects







#### MDS<sup>TM</sup> Films – NDDS

- Mouth Dissolving Strips (MDS) Thin Films loaded with Actives for Drug Delivery
- Taken Orally and melts instantaneously in the mouth when placed on or under the tongue
- The active substance enters the bloodstream directly via the oral mucosa without having to pass through the gastrointestinal tract
- Achieve highest loading of active ingredient into mouth dissolving film successfully



#### **Novel Drug Delivery Device -NDDD**

- NDDD contains Actives embedded within and/or coated upon Water Soluble or Water Dispersible Polymers
- The active ingredients are released at a precise controlled rate from a readily soluble polymer into an aqueous environment through one or more perforated bio-digestible films, post which DDD dissolves overtime and is bio absorbed over time



#### **RX Matrix**

- Novel system of collecting and storing blood samples, urine samples, serum samples or any other type of samples extracted from living species to avoid cross infection or spillage of the samples
- It eliminates the problem of disposal of used containers
- Non contaminating container for collecting liquid and semi solid bio waste

### Arrow RX





- Granted Patent for Actives Embedded Water Soluble film (WSF).
- One or more actives can be embedded or entrapped at selected concentrations and dispositions therein such that the material embedded can be delivered at precise and selected dosages to the point of application
- Arrow Trade Name MDS "Mouth Dissolving Strips"
- Drug gets delivered by three different routes i.e. Lingual, Sublingual and Buccal. The three different route offers benefits of Quick onset of action and sustained release of drug for any of the categories of patients especially, veterinary, psychosomatic, schizophrenic, pediatric and geriatric patients
- Identified various molecules to be embedded in WSF in first phase

### Why Arrow MDS

- Quick disintegration on contact with saliva.
- Customizing MDS as lingual, sublingual & Buccal.
- Immediate drug release.
- Ensure Precision Dosing.
- Increase Bioavailability of drug.
- Taste masking of bitter drug using patented technology.
- Safer and faster drug deliverance.
- Enables faster systemic absorption and bypass hepatic metabolism. hence improves bioavailability of drug.
- Instant onset of action.
- Longer Shelf life
- Reduces side effects as low in chemical combinations.
- Can be easily administered to non-cooperative and difficult patients

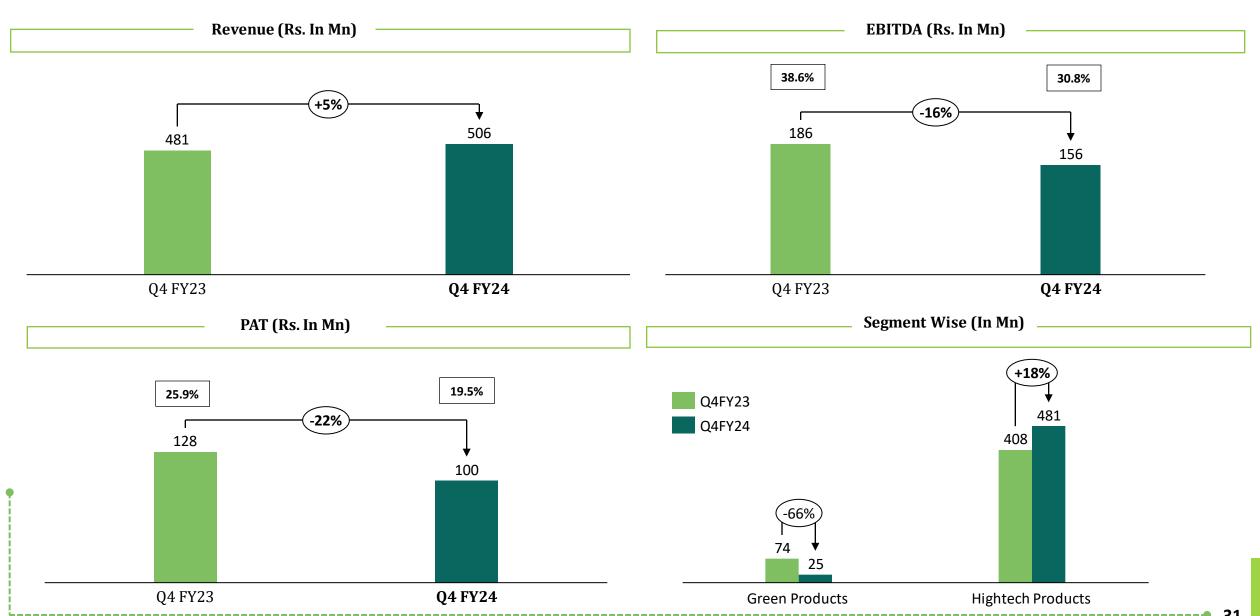






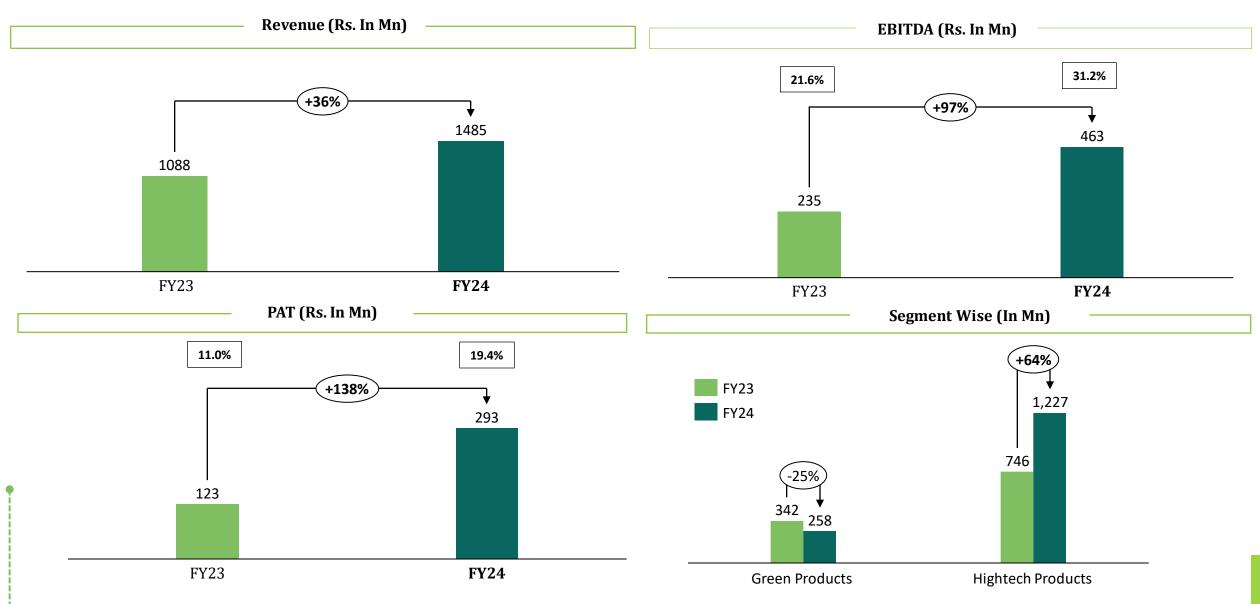
# Q4 FY24 Result Highlights





# FY24 Result Highlights





### Consolidated Profit & Loss Statement



Particulars (Rs.Mn)	Q4FY24	Q4FY23	Y-O-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	506	481		249		1,485	1,088	
Total Revenue	506	481	5%	249	103%	1,485	1,088	36%
Cost of Material Consumed	214	185		52		544	511	
Purchase of stock in trade	0	12		0		83	81	
Change in Inventories of Finished goods & Work in Progress	-24	-2		42		-40	-48	
Gross Profit	316	286	10%	155	104%	898	545	65%
Employee Expenses	39	30		32		137	108	
Other Expenses	121	70		49		297	202	
EBITDA	156	186	-16%	73	114%	463	235	97%
EBITDA Margin (%)	30.8%	38.6%		29.3%		31.2%	21.6%	
Other Income	7	13		6		26	24	
Depreciation	21	18		21		78	67	
EBIT	142	180	-21%	58	144%	411	192	114%
EBIT Margin (%)	28.1%	37.5%		23.4%		27.7%	17.6%	
Finance Cost	2	4		1		4	12	
Exceptional Items/Share from Associates	0	0		0		0	0	
Profit before Tax	141	176	-20%	57	146%	407	180	125%
Profit before Tax(%)	27.8%	36.7%		23.0%		27.4%	16.6%	
Tax	41	49		9		113	58	
Profit After Tax	100	128	-22%	49	105%	293	123	139%
PAT Margin (%)	19.5%	25.9%		19.6%		19.4%	11.0%	
EPS (As per Profit after Tax)	6.72	8.86		3.25		19.56	8.52	

### **Consolidated Balance Sheet Statement**



Equity & Liabilities (₹ in Mn)	FY24	FY23
Equity		
(a) Equity Share Capital	151	151
(b) Other Equity	1118	831
Equity Attributable to Owners	1269	982
(b) Non-controlling interest	19	21
Total Equity	1288	1003
Non-Current Liabilities		
Financial Liabilities	0	0
Borrowings	1	9
Lease Liabilities	7	9
Other Financial Liabilities	0	0
Provisions	4	3
Deferred tax Liabilities (Net)	0	0
Income Tax liabilities	14	23
Total Non-Current Liabilities	26	44
Current Liabilities		
Financial Liabilities		
Borrowings	2	13
Trade Payables		
a)Total outstanding due to Micro and Small Enterprises	1	0
b)Total Outstanding due to others	49	101
Other financial liabilities	73	40
Other Current Financial Liabilities	0	0
Lease Liabilities	2	3
Other current liabilities	9	7
Provisions	4	3
Total Current Liabilities	140	167
Total Equity & Liabilities	1454	1214

Assets (₹ in Mn)	FY24	FY23
Non-Current Assets		
Property, plant and equipment	306	293
Capital Work-in-Progress	21	2
Right of use assets	6	9
Other Intangible Asset	20	24
Goodwill	0	0
Intangible Asset under development	11	10
Investment Property	43	43
Financial Assets		
Loans	0	0
Investments	5	4
Other Financial Assets	134	7
Deferred tax assets	73	46
Income tax assets	0	0
Other Non Current Assets	1	10
<b>Total Non-Current Assets</b>	619	447
<b>Current Assets</b>		
Inventories	223	150
Financial Assets		
Investments	0	0
Trade Receivable	322	263
Cash and Cash Equivalents	76	71
Bank balances other than above	143	218
Loans	1	0
Other financial assets	3	2
Other Current assets	67	63
<b>Total Current Assets</b>	835	767
Total Assets	1454	1214

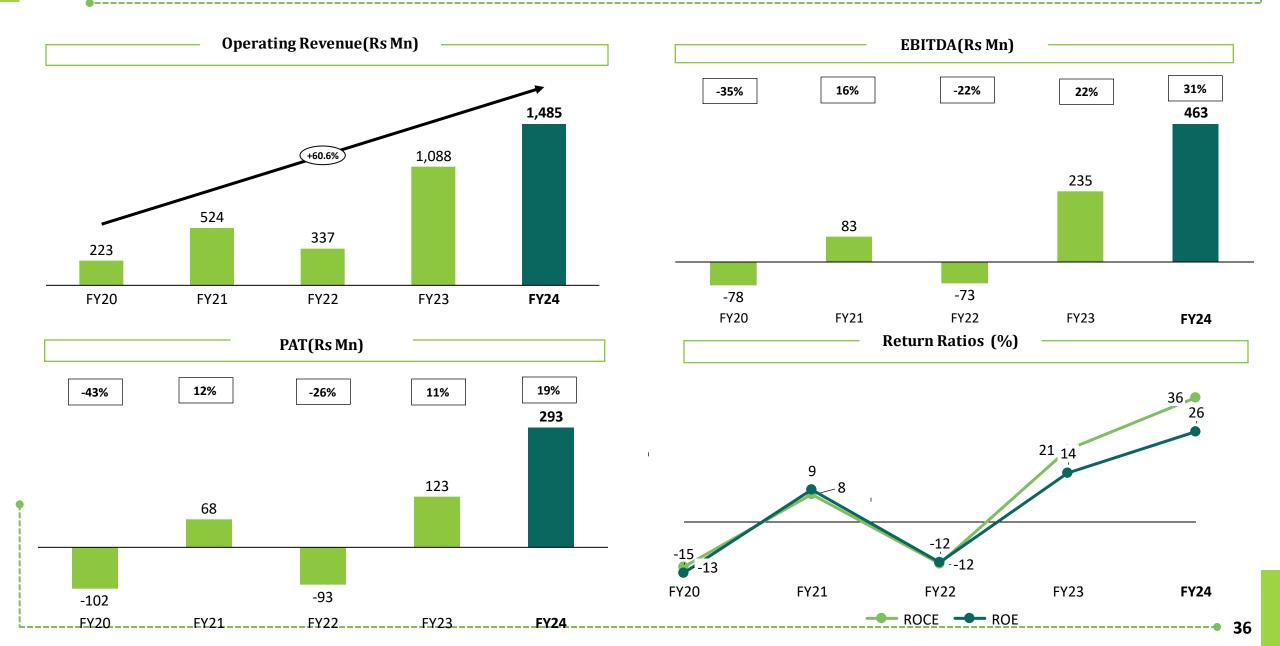
### **Consolidated Cash Flow Statement**



Cash Flow Statement (Rs. Mn)	FY24	FY23
Cash Flow from Operating Activities		
Profit before Tax	407	180
Adjustment for Non-Operating Items	76	83
Operating Profit before Working Capital Changes	483	264
Changes in Working Capital	151	204
Cash Generated from Operations	332	60
Less: Direct Taxes paid	-148	-30
Net Cash from Operating Activities	184	30
Cash Flow from Investing Activities	-135	-141
Cash Flow from Financing Activities	-43	84
Net increase/ (decrease) in Cash & Cash equivalent	6	-28
Cash and cash equivalents at the beginning of the year	71	98
Cash and cash equivalents at the end of the year	76	71

# FY24 Result Highlights







#### For further information, please contact:

#### **Company:**



**Arrow Greentech Ltd. (BSE: 516064 | NSE: ARROWGREEN)** 

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# **Thank You**