



ARROW GREENTECH LTD.

Investor Presentation

www.arrowgreentech.com





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Q3 & 9M FY26 – Results Highlights



Chairman & MD's Comments on Results



Mr. Shilpan Patel
Chairman and Managing Director

"We are pleased to announce the performance for Arrow Greentech during Q3 FY26. During the quarter, company reported revenue from operation of ₹561 million, with marginal growth on YoY basis. EBITDA stood at ₹192 million along with EBITDA margin of 34.3% increased by 175 bps YoY, Profit After Tax came at ₹133 million and PAT margin of 22.8% witnessing a margin expansion of 19 bps YoY.

During the quarter, our Green Products segment delivered revenue of ₹103 million as compared to ₹53 million, growth of 94% YoY. This milestone is significant not merely from a scale perspective, but from a strategic standpoint. The Green segment represents our long-term growth engine -built around sustainable materials, water-soluble films, and biodegradable polymer technologies that align with global environmental priorities. On the other hand, our High-Tech segment continues to be the primary revenue driver, contributing ₹458 million during the quarter. This underscores the strength of our relationships, execution capability, and supply reliability in this specialized domain. While the High-Tech segment operates in a relatively mature market, we have maintained revenue momentum through consistent order flow and operational discipline. Importantly, the steady cash flows generated here enable us to reinvest into our future expansion, thereby balancing stability with future-oriented growth.

For Future Outlook, our focus continues to be on broadening and diversifying our product basket to effectively meet the dynamic demands of the industry. The Company's strategy combines financial prudence with innovation-led growth. With disciplined capital allocation, strong R&D capabilities, and a diversified revenue base, management remains confident in delivering sustainable growth and long-term value creation."

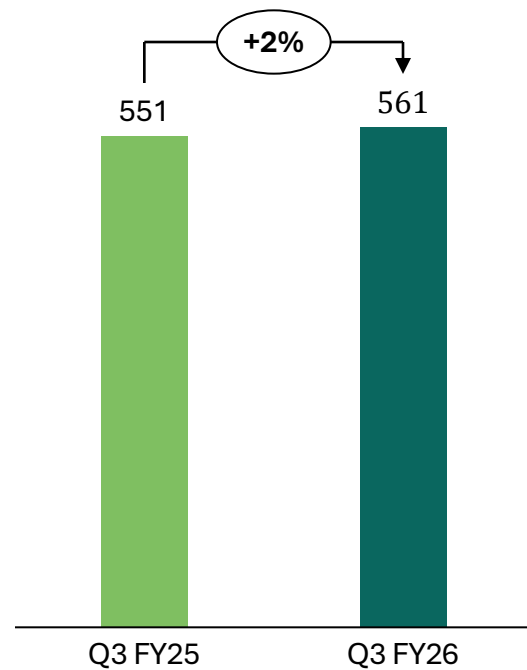
Operational / Financial Highlights

- Revenue from operations for Q3 FY26 stood at Rs. 561 Millions, as compared to Rs. 551 Millions in Q3 FY25
- The Green segment contributed 18% of revenue at Rs. 103 million, up 94% YoY from Rs. 53 million which is 10% of revenue in Q3 FY25, while the High-Tech segment remained steady
- EBITDA for Q3 FY26 is Rs. 192 Millions, as compared to Rs. 179 Millions in Q3 FY25
- PAT for Q3 FY26 is at Rs. 133 Millions as compared to Rs. 128 Millions in Q3 FY25, With PAT margins of 22.8% in Q3 FY26.



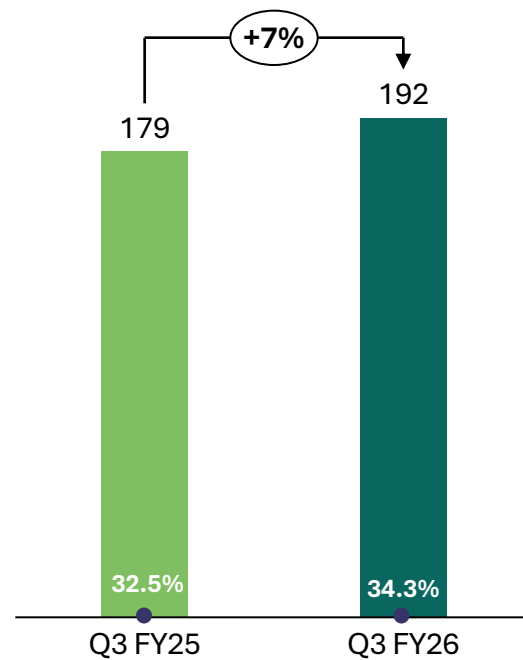
Q3 FY26 Result Highlights

**Revenue from Operation
(Rs. in Mn)**



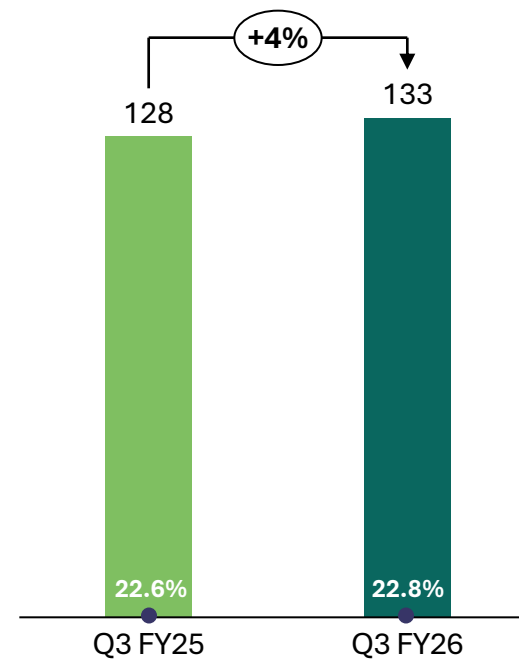
EBITDA (Rs. in Mn)

■ EBITDA ● EBITDA Margin (%)



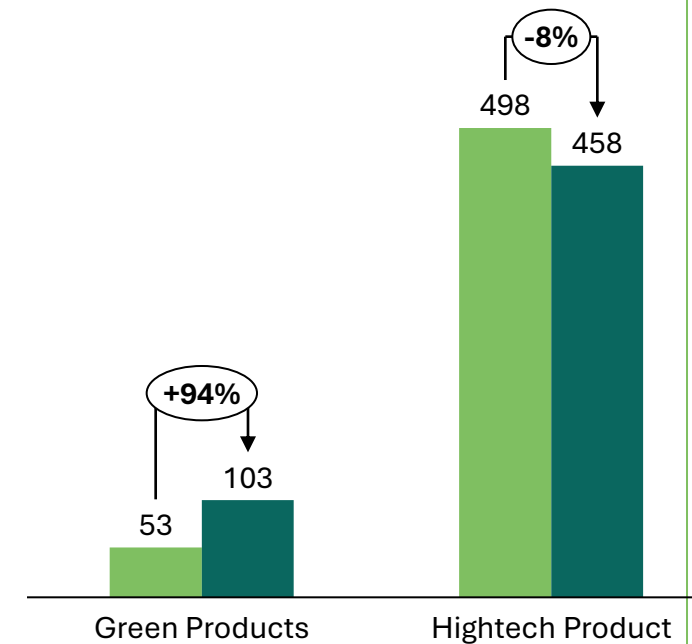
PAT (Rs. in Mn)

■ PAT ● PAT Margin (%)



Segment Wise (Rs. in Mn)

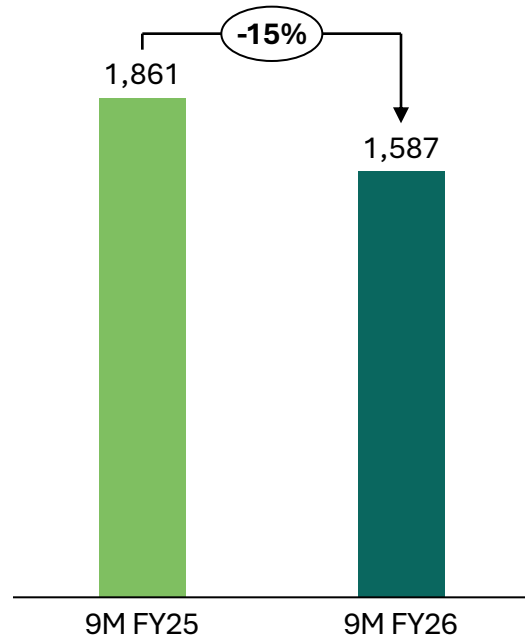
■ Q3 FY25 ■ Q3 FY26





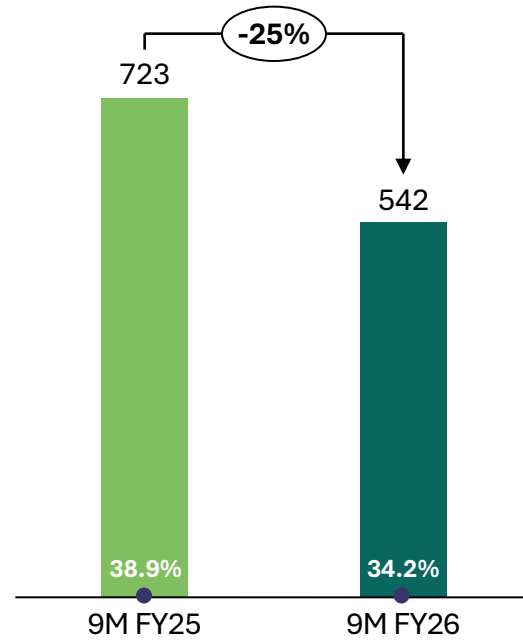
9M FY26 Result Highlights

Revenue from Operation
(Rs. in Mn)



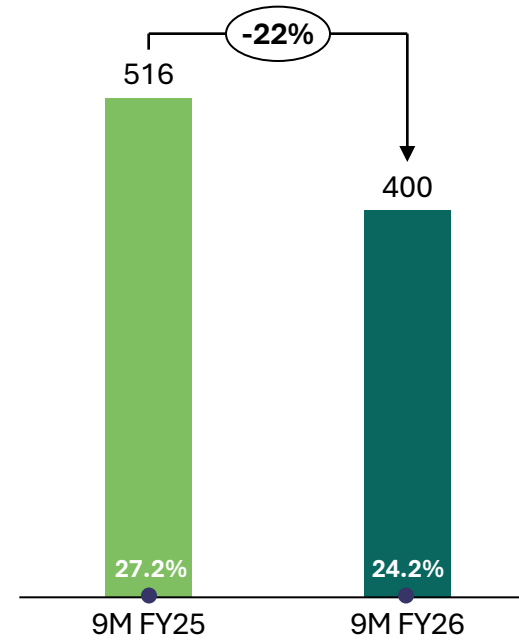
EBITDA (Rs. in Mn)

■ EBITDA ● EBITDA Margin (%)



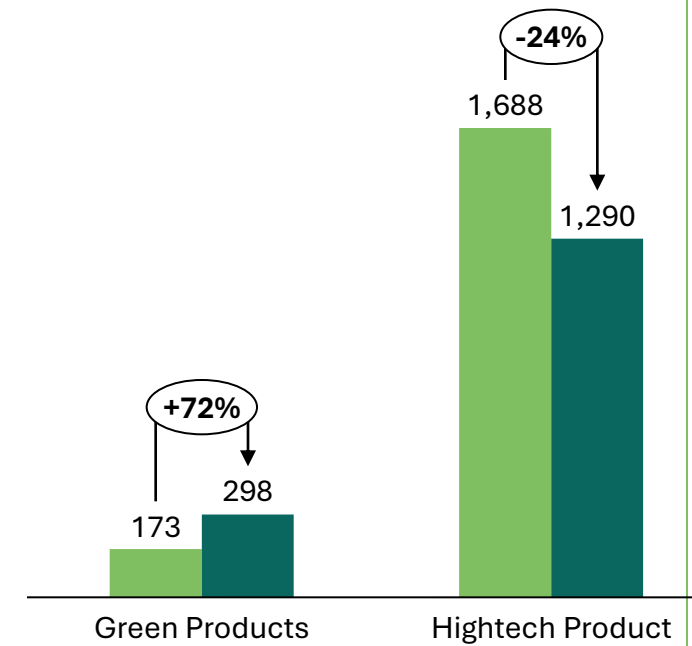
PAT (Rs. in Mn)

■ PAT ● PAT Margin (%)



Segment Wise (Rs. in Mn)

■ 9M FY25 ■ 9M FY26





Consolidated Profit & Loss Statement

Particulars (Rs. in Mn)	Q3 FY26	Q3 FY25	Y-o-Y	Q2 FY26	Q-o-Q	9M FY26	9M FY25	Y-o-Y
Revenue from Operations	561	551		611		1587	1861	
Revenue from Operations	561	551	1.7%	611	-8.2%	1,587	1,861	-14.7%
Cost of Material Consumed	135	145		172		459	582	
Purchase of stock in trade	91	106		91		296	206	
Change in Inventories of Finished goods & Work in Progress	30	21		28		-29	41	
Total Raw Material	256	272		290		726	829	
Gross Profit	304	279	9.1%	320	-5.0%	861	1,031	-16.5%
Gross Profit Margin (%)	54.3%	50.6%		52.4%		54.3%	55.4%	
Employee Expenses	44	39		40		124	113	
Other Expenses	68	61		73		195	195	
EBITDA	192	179	7.2%	208	-7.4%	542	723	-25.0%
EBITDA Margin (%)	34.3%	32.5%		34.0%		34.2%	38.9%	
Other Income	22	16		21		62	35	
Depreciation	19	19		20		57	54	
EBIT	194	176	10.5%	209	-7.0%	546	704	-22.4%
EBIT Margin (%)	34.6%	31.9%		34.2%		34.4%	37.9%	
Finance Cost	1	1		1		3	2	
Profit before Tax	193	175	10.3%	208	-7.1%	543	703	-22.7%
Profit before Tax(%)	34.4%	31.8%		34.0%		34.2%	37.8%	
Tax	60	47		50		144	187	
Profit After Tax	133	128	3.6%	157	-15.6%	400	516	-22.6%
PAT Margin (%)	22.8%	22.6%		24.9%		24.2%	27.2%	
EPS (As per Profit after Tax)	8.81	8.52		10.42		26.46	34.25	

ABOUT THE COMPANY



Leadership Team: Board Of Directors



Mr. Shilpan P. Patel

Chairman & M.D

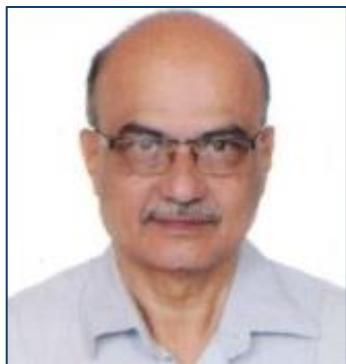
He holds a Master's in Business Administration from Sam Houston State University, Texas. With experience in the coating industry from Grace Paper Industries Pvt. Ltd, he developed the award-winning Water Soluble Film in 1990, a product with significant environmental impact. Appointed to the Board on October 30, 1992, Mr. Patel oversees Business Development and Strategic Management. Under his leadership, Arrow has 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. 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.

Leadership Team: Board Of Directors



Mrs. Jigisha Patel

Woman Director

She possess a great knowledge in supervising and coordinating the administration along with Managing and Handling Team. She also has a wide range of experience and knowledge in Corporate Affairs.



Mr. Yogesh Gajjar

Independent Director

He has done Diploma in Electronics from Government Polytechnic College in the year 1975. He is into Business of Electricals and Electronics services for last 45 years. He possesses good entrepreneurship and excellent organizational spirit. He has vast experience & knowledge in the field of electronics. He is based in Ahmedabad.



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...



• Caters to the Niche Market



• State of the Art Manufacturing Facility located in Ankleshwar, Gujarat



• 24 registered patents and 40 Trademarks across the globe



• Vastly Experienced Research & Development Team



• Largest Manufacturer of Water Soluble Films in India





Corporate Structure



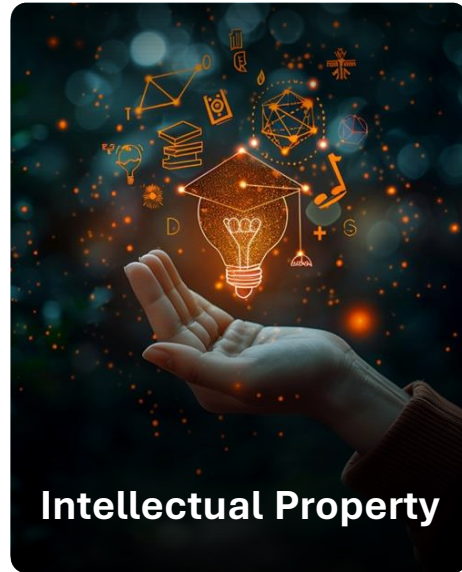


Business Overview



Water Soluble Films

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



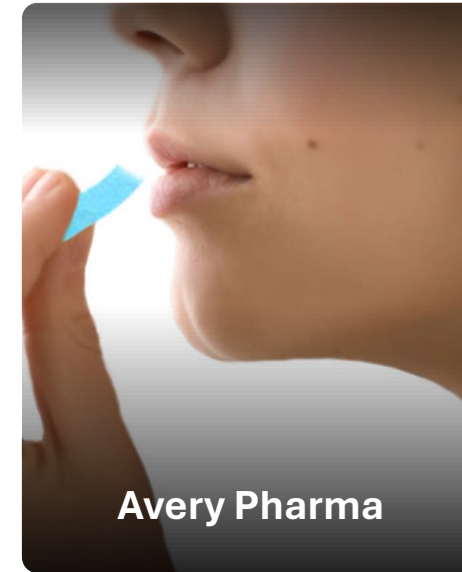
Intellectual Property

Total of 24 granted patents across the World across all key business verticals of paper and packing industry, Security products, Health, Hygiene & Food and Printing & PSA Materials



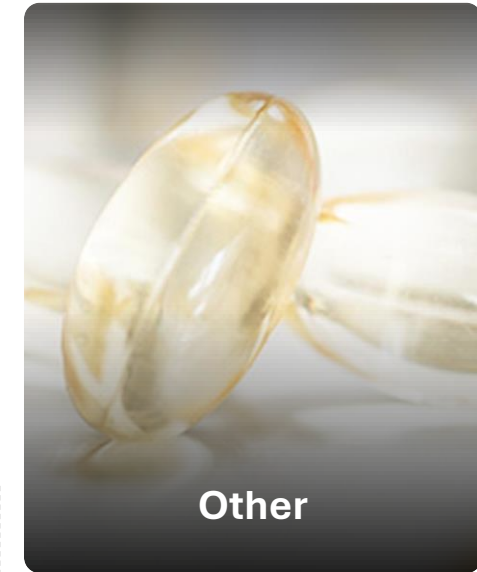
Security Products

Security products include Anti-counterfeit security thread for high security papers, brand protection technologies etc.



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)



Other

The other segments include Watersol Capsules and BioPlast.

- › **Watersol Capsules:** The most concentrated range of hygiene products which are supplied in water-soluble capsules, without generating plastic waste
- › **Bioplast:** The bio-compostable film is an eco-friendly alternative to replace single-use plastic for our future generations



WATERSOL™

WATER SOLUBLE FILM (WSF)

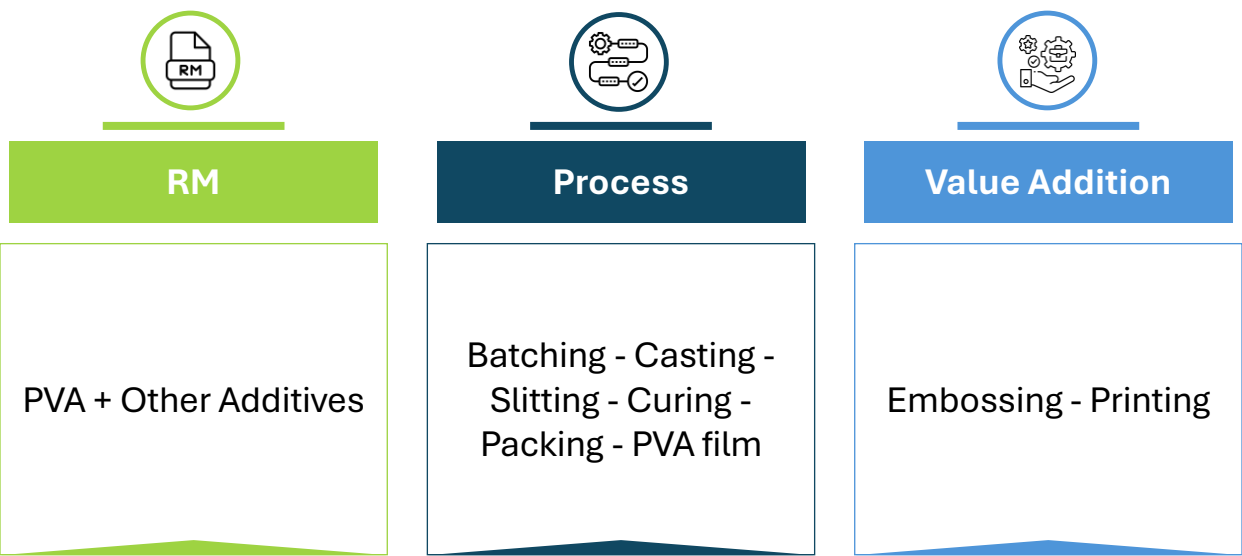




What Is Water Soluble Film (WSF)?

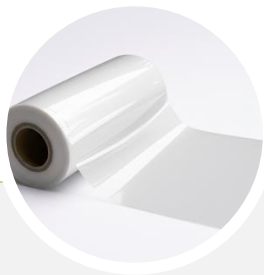
Watersol™ is our flagship brand, representing a commitment to creating eco-friendly, water-soluble packaging solutions. With sustainability at its core, Watersol offers a wide array of products that dissolve in water, providing a green solution for industries seeking to minimize their environmental impact.

Water-soluble film (WSF) is a flexible film made from Polyvinyl Alcohol that dissolves entirely in water, leaving no residue. These films have high strength and tear resistance and can be used by various consumers and industries in the form of packaging and industrial consumables.





Applications of WSF



Packaging: Used extensively for unit dose packaging of detergents, agrochemicals and dyes.



Healthcare: Specifically developed for use in hospitals and healthcare facilities, these PVOH-based bags allow for the safe and hygienic handling of contaminated linen.



Agriculture: Used for packaging pesticides and fertilizers, reducing exposure risk for handlers and minimizing environmental impact.



Textiles: Used in embroidery as water soluble backing materials which dissolves completely after the embroidery process.



Consumer Goods: Applied in making pouches for laundry detergents, dishwashing liquids, and other household cleaning products. Water soluble film provides a convenient and mess-free solution for packaging liquid and powder detergents.

Properties of WSF



Biodegradability



Transparency



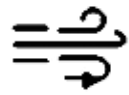
Non-Toxic & Safe



Versatile



Barrier Properties



Anti-Static & Odorless



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.

04

Optimum tear strength.

05

Flexible for machine automation.

06

Non-toxic and safe for the environment.

07

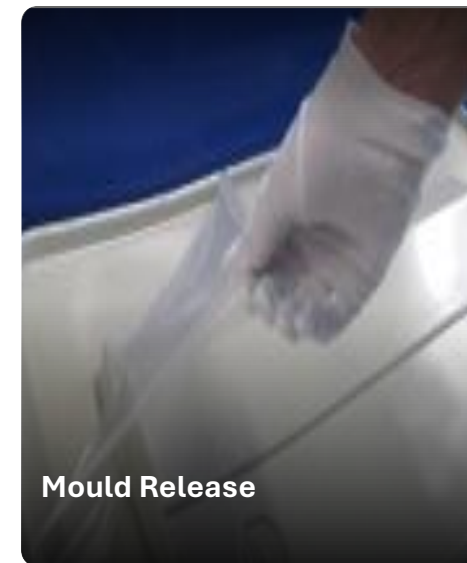
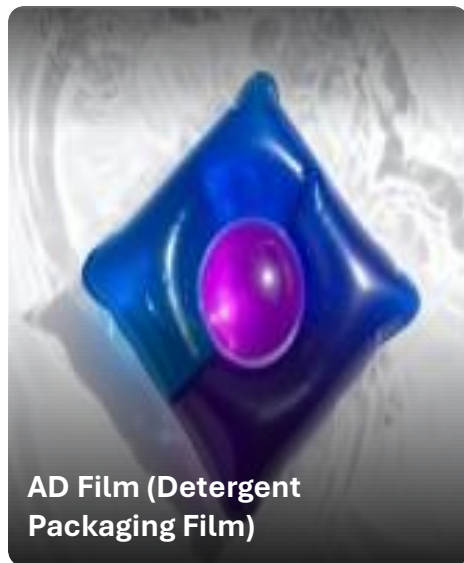
High puncture resistance.

08

Excellent organic solvent resistance.



Product Usage





Water Soluble Films (WSF) Industry Snapshot



5.8%

WSF Market size is expected to reach \$586 Mn by 2029 at CAGR of



The market was valued at **USD 442 Mn** in 2024



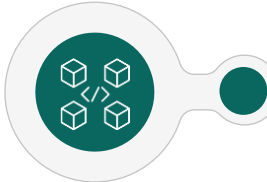
The Asia-Pacific region leads the market driven by fast industrial growth, rising demand for convenience products, and expansion in packaging and agriculture.



North America is estimated to be largest market for Water Soluble films market



PVA (Polyvinyl Alcohol) dominates the water-soluble films market due to its excellent water solubility, biodegradability and non-toxic properties.



The market is **FRAGMENTED** with many players accounting for majority market revenue share



State Of The Art Manufacturing Facilities

ANKLESHWAR, GUJARAT



~ 350 Km far from Mumbai

R&D Centre
with Modern Equipments

Land on 99 years
renewable lease from GIDC

Common Utilities available
for future expansion



Factory



**Warehousing
Facility**



**Supply
Zones**



**Direct
Supply**



**Secondary
Supply**

- Presence in Europe, Asia, North & South America and Africa – mainly 3 supply points located in India, United Kingdom and South America
- Wide Distribution channel to service our clients from around the world

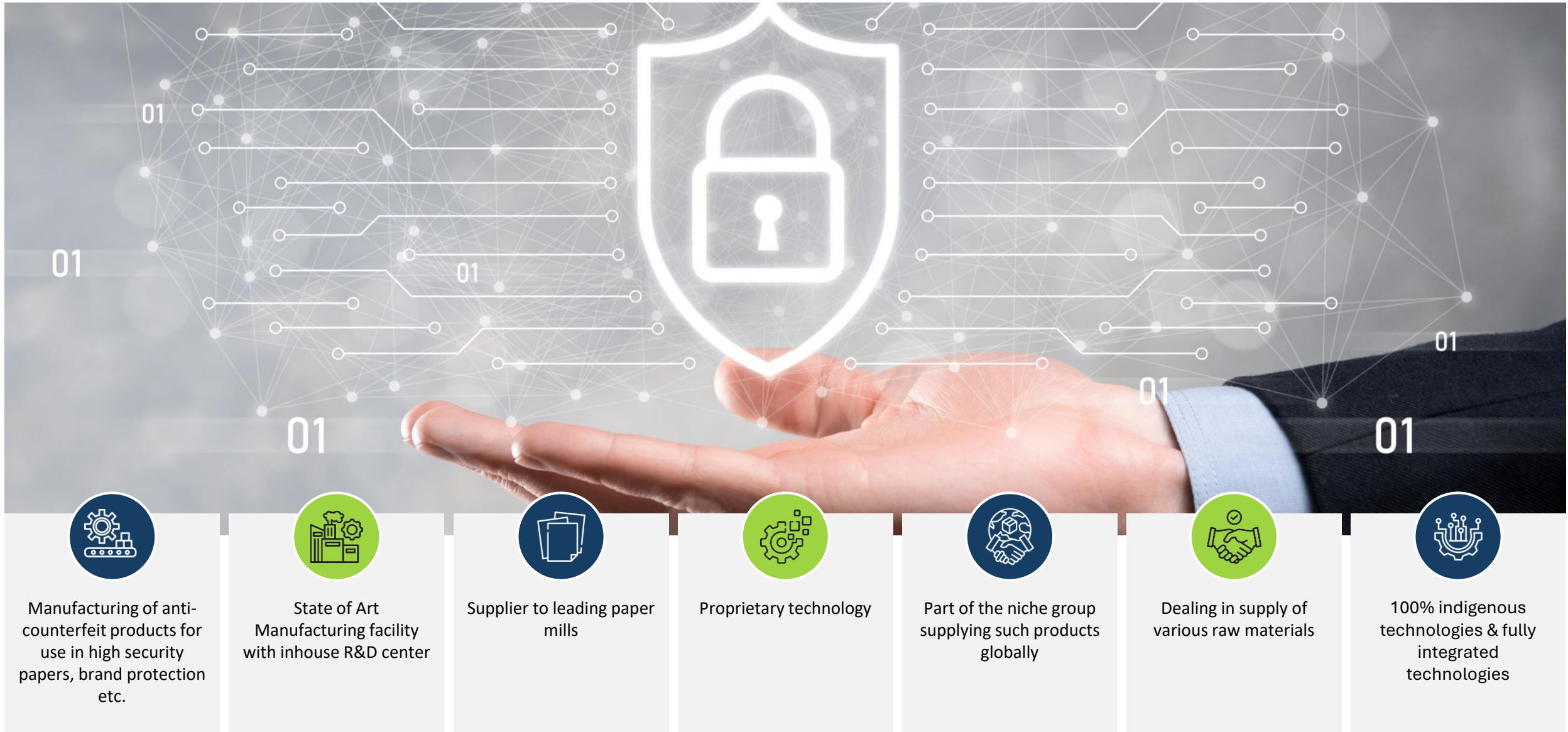


SECURITY PRODUCTS





Security Products





INTELLECTUAL PROPERTY





Intellectual Property

1 Arrow obtained more than 50 patents globally, of which 24 are presently in-force spanning various territories including India, UK, USA, Europe and Sri Lanka

2 Our inhouse R&D and IP team is continuously working on new innovation and patents

3 Monetization of key patents through out-licensing of patents and production of patented products

4 Patent filed in the areas of security products, brand protection, security papers, security films, self adhesive material, healthcare, bio-compostable material etc.

5 State of Art R&D Lab and IP cell in Mumbai

6 Innovation is focused on green and high-tech products

7 15 Indian patent applications and 3 foreign patent applications under process covering various sectors and geographies.

8 40 registered trademark in India.

Granted Patents

Arrow Greentech Limited at present has 24 granted patents globally covering the territories of – India, UK, USA, Europe and Sri Lanka

Patent Applications

Arrow Greentech Limited also has 15 Indian patent applications and 3 foreign patent applications under process covering various sectors, through mainly covering Water-Soluble Films and Security Section

Trademarks

Arrow Greentech Limited has 40 in-force registered Trademarks along with 19 Trademark application currently under processing

Group 1 – Paper and Packing Industry

Cold Water Soluble Film	High strength paper and process of manufacture	High 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)	United States (22.11.11)	Europe (13.09.17)	India (03.01.18)	Europe (05.05.10)	United States (23.08.2016) (Div) (07.12.21)	Europe (15.08.12)	India (31.10.18)	India (10.01.24)

Group 2 – Packaging Industry

Improved Water Soluble Film and method of making the same	Cold Water Soluble Film	High strength paper and process of manufacture	Self destructive irreversible security packaging 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)	United States (22.11.11)	Europe (05.05.10)	United States (23.08.16) (Div) (07.12.21)	India (10.01.24)	India (05.06.12)

Group 3 – Security Products

Security Laminates		High 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		Security Yarn
Sri Lanka (05.06.25)	UK (24.01.24)	Europe (13.09.17)	India (03.01.18)	Europe (05.05.10)	United States (23.08.16) (Div) (07.12.21)	Europe (15.08.12)	India (31.10.18)	India (08.09.23)

Group 4 – Health, Hygiene & Food

Improved Water Soluble Film and method of making the same	Cold Water Soluble Film	Medicated Bands	Edible water soluble packaging film and package made out of the said film	A water soluble film based matrix to contain samples extracted from living species		A Cleaning Device with Sustained Release of Actives
India (12.12.23)	India (20.02.24)	India (13.05.24)	India (05.06.12)	Europe (24.07.13)	USA (18.03.14)	India (01.02.23)

Group 5 – Printing and PSA Materials

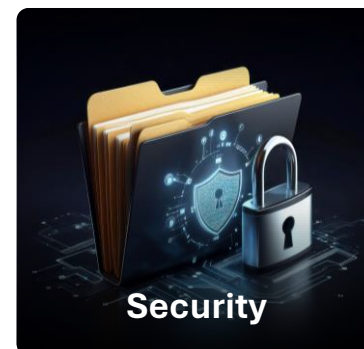
New Improved Self adhesive materials with a water soluble films	Self adhesive materials with a water soluble protective layer	Self Adhesive Wallpaper with Reduced Adhesive Material and Water Soluble Film
India (30.10.23)	United States (09.11.10)	India (16.03.23)

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.



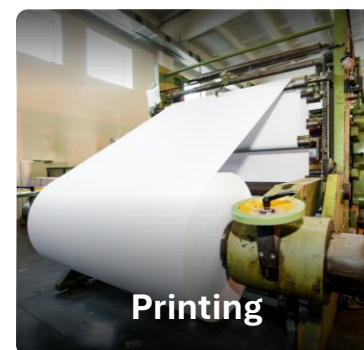
Security

- 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.



Hygiene

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



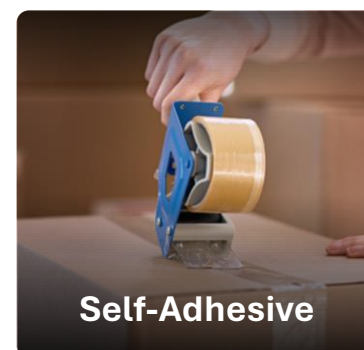
Printing

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



Packaging

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



Self-Adhesive

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



Key Granted Patents across the Globe



Patents Granted



ARROW RX

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





Avery Pharmaceuticals (AP), a specialty pharmaceutical company and wholly-owned subsidiary of Arrow Greentech Ltd. (AGTL), is redefining oral drug delivery through its patented Embedded Water-Soluble Film Technology.

Its Mouth Dissolving Strips (MDS) offer a novel, patient-centric alternative to conventional oral dosage forms, ensuring faster absorption, precision dosing, and improved compliance.





List of FASSAI Products

Sr. No.	Product Name / Combination	Strength(s) / Dosage
1	Vitamin B12 (Cyanocobalamin) MDS	500 mcg / 1000 mcg / 1500 mcg
2	Vitamin D3 MDS	400 IU / 600 IU / 800 IU / 1000 IU / 2000 IU
3	Vitamin D3 + K2 MDS	400 IU + 55 mcg / 2000 IU + 15 mcg
4	Vitamin D3 + K2 + Calcium MDS	1000 IU + 9 mcg + 90 mg
5	Folic Acid MDS	200 mcg / 400 mcg / 500 mcg
6	L-Methyl Folate MDS	1 mg
7	Vitamin B-Complex MDS	-
8	Vitamin B3 (Nicotinamide / Niacin) MDS	14 mg
9	Vitamin C MDS	40 mg / 50 mg
10	Vitamin C + Zinc MDS	40 mg + 10 mg
11	Vitamin C + Zinc + Vitamin D3 MDS	40 + 10 + 400 IU
12	Vitamin K2 MDS	55 mcg / 200 mcg
13	Iron MDS	17 mg
14	Zinc Picolinate MDS	10 mg
15	Lactoferrin MDS	5 mg / 10 mg
16	Ashwagandha MDS	50 mg / 100 mg
17	Curcumin MDS	50 mg / 100 mg
18	Curcumin + Piperine MDS	45 + 5 mg
19	Astaxanthin MDS	4 mg / 5 mg / 10 mg
20	Lutein + Zeaxanthin MDS	10 + 2 mg

Sr. No.	Product Name / Combination	Strength(s) / Dosage
21	Clove Oil MDS	8 mg
22	Hemp MDS	0.3% w/w
23	Echinacea Purpuria + Honey Propolis MDS	100 + 5 mg
24	L-Arginine + Caffeine MDS	10 + 25 mg
25	Caffeine + Vitamin B12 + Ginkgo MDS	15 + 4 + 3 mg
26	Caffeine + Multivitamin MDS	-
27	Caffeine MDS	40 mg / 50 mg
28	Caffeine + L-Theanine MDS	40 + 10 mg
29	Melatonin MDS	0.5 mg / 1 mg / 3 mg / 5 mg / 10 mg
30	Melatonin + Valerian / Hops / Hibiscus MDS	10 + 3 mg / 10 + 4 + 3 mg / 5 + 2 mg
31	Sleep MX Brand Melatonin MDS	3 mg / 5 mg
32	Millet + Vitamins MDS	10 mg + B7 30 mcg + D3 600 IU + E 10 mg + B9 200 mcg
33	Bacillus Coagulans + Fructo oligosaccharides MDS	5 BCFU + 10 mg
34	Natural Probiotics MDS	5 BCFU
35	Immune Booster MDS	-
36	Multi-Vitamin Complex MDS	Vitamin A 900 mcg + D3 600 IU + K2 50 mcg + B55 mg + B6 2 mg + B7 30 mcg + B12 2.4 mcg + B9 200 mcg + Iodine 150 mcg + Manganese 2 mg
37	Mouth Freshener Films	-
38	Food Grade Edible Film	-
39	Vitamin D3 + K2 + Calcium MDS	1000 IU + 9 mcg + 90 mg
40	Hangover MDS	-

All the product belong to Nutraceuticals Category



List of RX Approved Products

Sr. No.	Product Name	Strength(s)	Category
1	Nicotine Polacrilex MDS	1/2/4 mg	WHO GMP Product
2	Ondansetron MDS	4/8 mg	WHO GMP Product
3	Sildenafil MDS	25/50 mg	WHO GMP Product
4	Amlodipine MDS	5/10 mg	Licensed for Domestic & Export
5	Tadalafil ODS	5/10/20 mg	Licensed for Domestic & Export
6	Vitamin D3 MDS	2000/60000 IU	Licensed for Domestic & Export
7	Vitamin B12 MDS	1500 mcg	Licensed for Domestic & Export
8	NOS PRIMES SPICED ROSE	2 mg	Licensed for Domestic & Export
9	Clonazepam ODS	0.5/1/2 mg	Test License Product
10	Dextromethorphan ODS	5.5/11 mg	Test License Product
11	Donepezil ODS	5/10 mg	Test License Product
12	Eliglustat Sublingual Film	4/8/12/16/20/24 mg	Test License Product
13	Ketorolac ODS	10 mg	Test License Product
14	Levocetirizine ODS	2.5/5 mg	Test License Product
15	Levocetirizine + Montelukast ODS	2.5/5 & 5/10 mg	Test License Product
16	Montelukast	4/5/10 mg	Test License Product
17	Paracetamol ODS	60/120 mg	Test License Product
18	Rizatriptan ODS	5/10 mg	Test License Product
19	Simethicone ODS	62.5 mg	Test License Product
20	Voglibose ODS	0.2/0.3 mg	Test License Product
21	Zolmitriptan ODS	2.5/5 mg	Test License Product



Innovative Drug Delivery Systems Redefining Oral and Biomedical Applications



MDS™ Films – NDDS

Precision Thin Films for Rapid Oral Drug Delivery.

- Mouth Dissolving Strips that melt instantly and bypass the GI tract.
- Enables direct bloodstream absorption and high bioavailability.
- Proven success in achieving high active loading in WSF.



Novel Drug Delivery Device - NDDD

Controlled Release Through Smart Biodegradable Polymers.

- Embedded/coated actives within water-soluble or dispersible films.
- Enables precise, time-controlled release and absorption.



RX Matrix

Revolutionizing Safe Bio-Sample Collection & Disposal.

- Innovative system to collect, store, and dispose of biological samples safely.
- Eliminates cross-contamination and improves biosafety.



Avery Pharmaceuticals has developed a **patented Embedded Water-Soluble Film** platform — commercialized under the trade name **MDS™ (Mouth Dissolving Strips)**

Patented Technology Highlights:

- Granted **Patent for Active Embedded Water-Soluble Film**
- Allows embedding or entrapment of one or more actives at controlled concentrations for **targeted, precise delivery**
- Supports **multiple delivery routes — lingual, sublingual, and buccal** — ensuring faster absorption and sustained release
- Applicable to **pediatric, geriatric, psychiatric, and veterinary therapies**
- **Pipeline-ready:** Multiple molecules identified for first-phase embedding

Avery's Edge

A technology-led CDMO partner transforming complex oral formulations into scalable, market-ready solutions that elevate patient outcomes and partner value.





Arrow MDS - A CDMO-Driven Innovation

As a specialized CDMO, Avery Pharmaceuticals combines formulation science, patented film technology, and scalable manufacturing to deliver next-generation Mouth Dissolving Strips (MDS) — a rapid, precise, and patient-friendly oral drug delivery platform.

CDMO Advantage

End-to-end capability — from formulation development to commercial-scale manufacturing

Precision dosing & enhanced bioavailability through controlled active loading

Faster onset, safer delivery, and better compliance across patient segments

Customizable MDS formats (lingual, sublingual, buccal) for diverse therapeutic needs

Taste-masking innovation for improved patient acceptance

Partner-focused flexibility for both pharmaceutical and nutraceutical applications



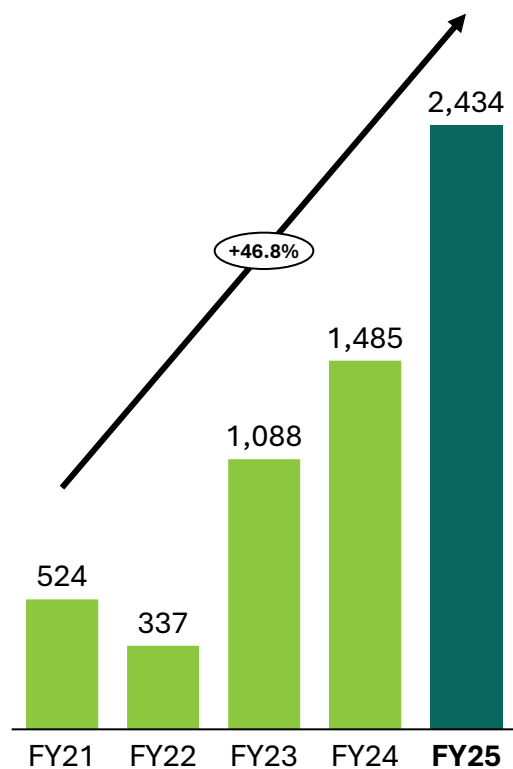
FINANCIAL OVERVIEW



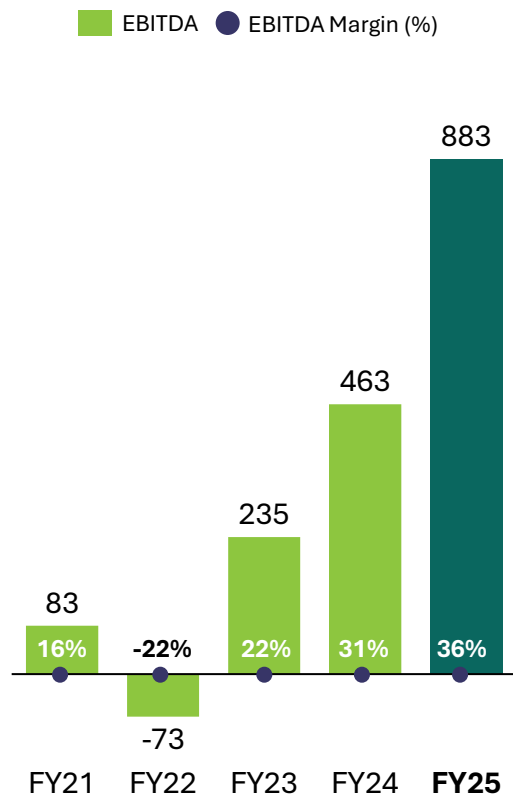


FY25 Result Highlights

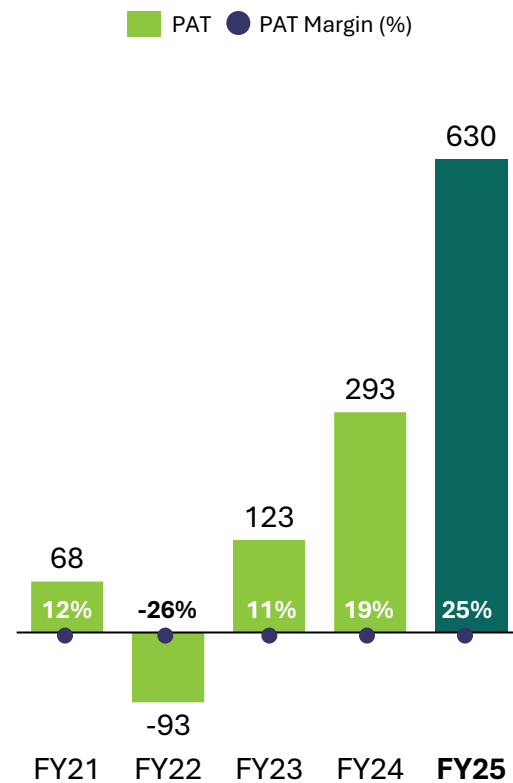
Operating Revenue(Rs Mn)



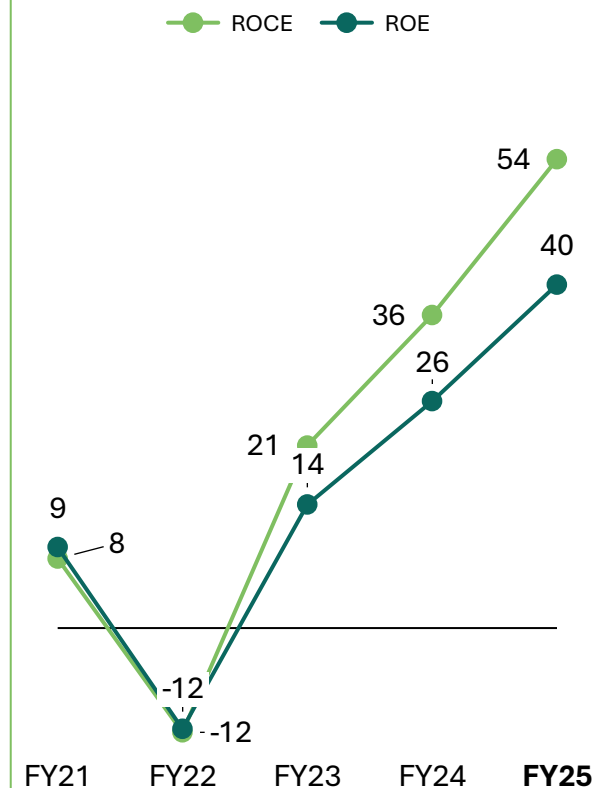
EBITDA(Rs Mn)



PAT(Rs Mn)



Return Ratios (%)



For further information, please contact:

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Meeting Request

Link



Thank You