



August 21, 2023

To
Manager (CRD)
BSE Ltd. (BSE)
P.J. Towers, Dalal Street,
Mumbai 400 001

Manager (CRD)
National Stock Exchange of India Ltd. (NSE)
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai - 400051

Ref: Script Code- 516064

Script Code- ARROWGREEN

Sub: Presentation on Business Performance of the Company on First Quarter

Dear Sir,

With reference to captioned subject matter, please find enclosed herewith presentation on business performance of the Company.

This is for your information and records.

Thanking you,

Yours faithfully,

For Arrow Greentech Limited

POONAM
BANSAL

Poonam Bansal
Company Secretary
Membership No. F9965



ARROW GREENTECH LTD

CIN No.: L21010MH1992PLC069281

Registered Office: 1/F Laxmi Industrial Estate, New Link Road, Andheri (West), Mumbai 400 053, Maharashtra,

Phone: +91 22-4974 3758, Email : contact@arrowgreentech.com Website: www.arrowgreentech.com

Works: Plot No 531 0,5311, GIDC, Ankleshwar 392002, Gujarat, INDIA Phone : +912646-224743/224744 E-mail : ank@arrowgreentech.com

ARROW GREENTECH LTD

INVESTOR PRESENTATION AUGUST'23



www.arrowgreentech.com

Table of Content

04	About the company
09	Water Soluble Film
16	Intellectual Property
22	Security Products
24	Arrow RX
30	Financials Overview



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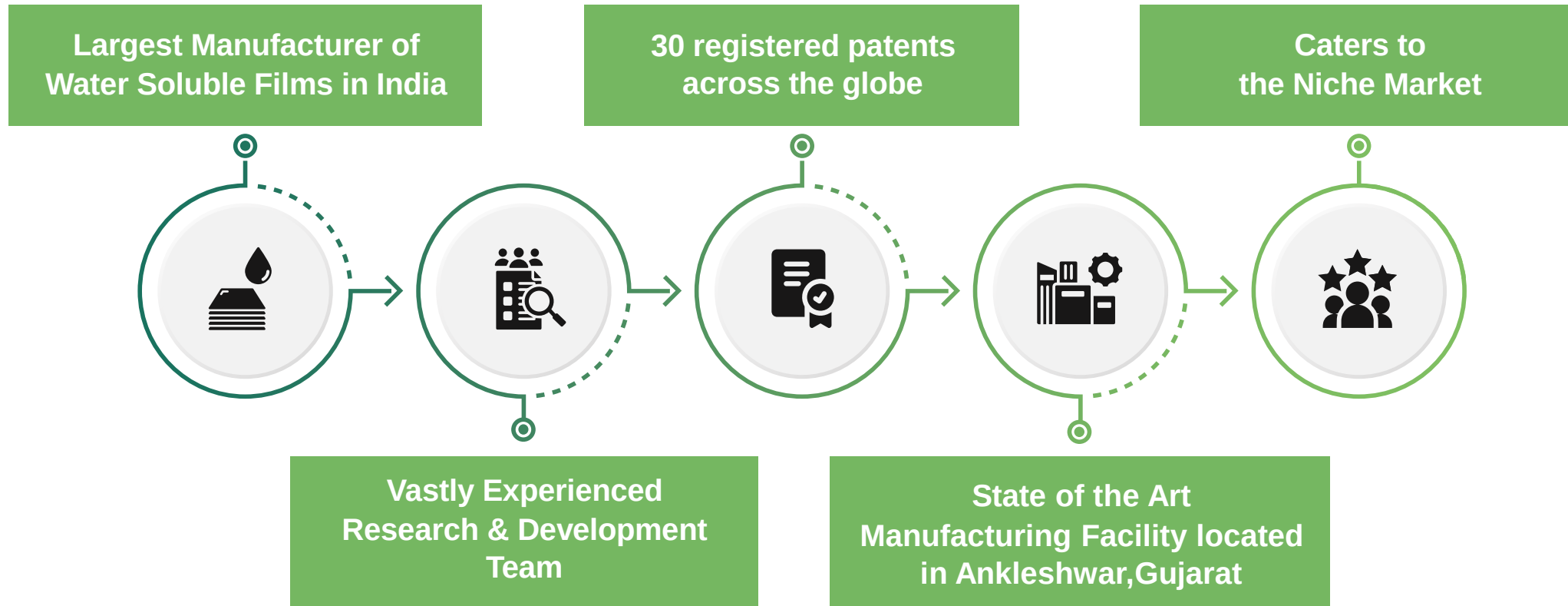
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ABOUT THE COMPANY



ARROW GREENTECH IN A SNAPSHOT...



EXPERIENCED BOARD OF DIRECTORS



Mr. Shilpan P. Patel

Chairman & M.D



Mr. Neil Patel

Jt. Managing Director



Mr. Haresh Mehta

Independent Director



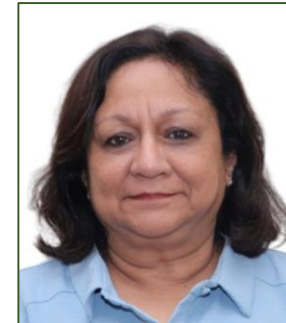
Mr. Harish Mishra

Independent Director



Mr. Dinesh Modi

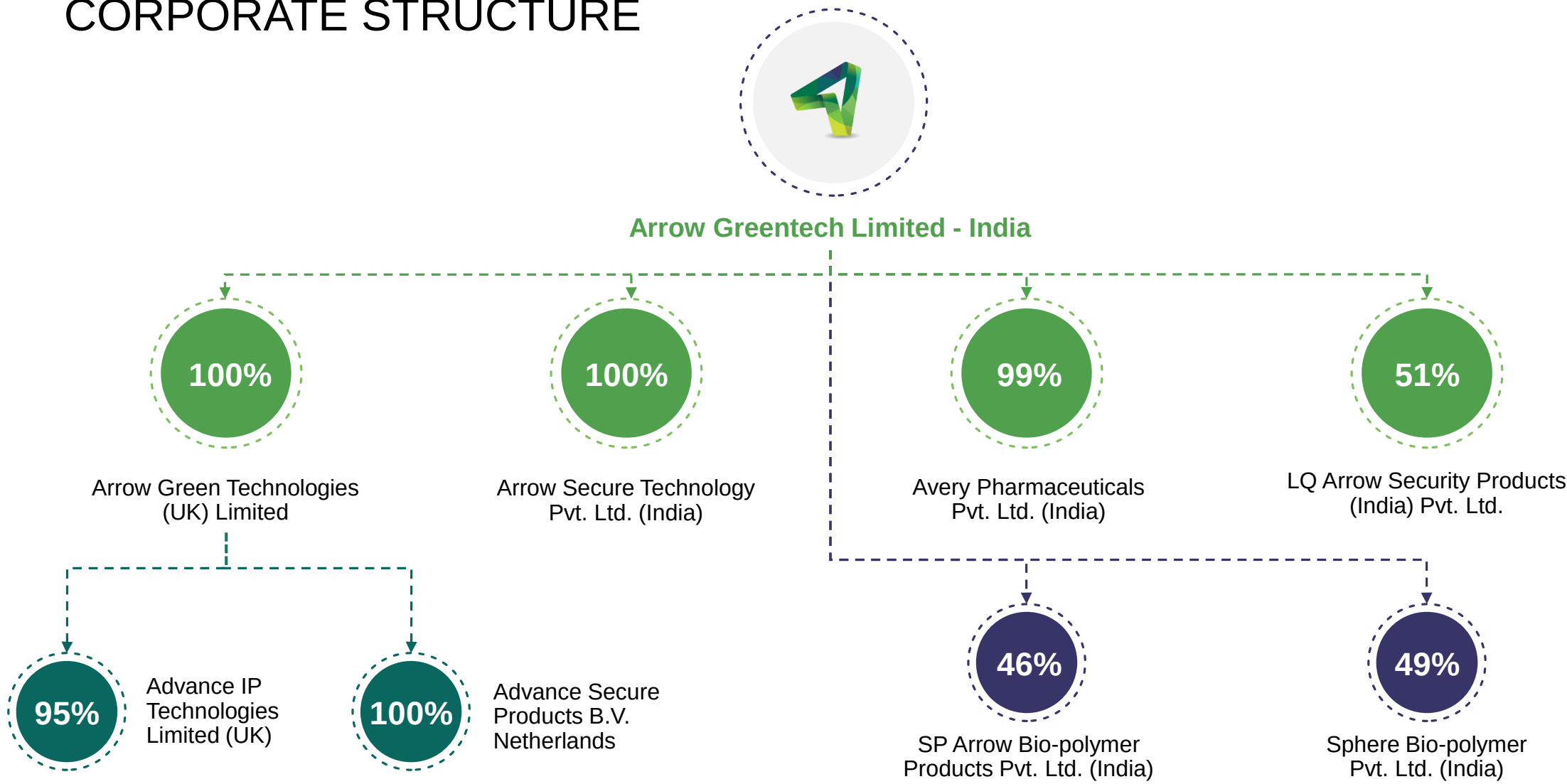
Independent Director



Mrs. Jigisha Patel

Non-Executive Non-Independent
Woman Director

CORPORATE STRUCTURE



BUSINESS OVERVIEW

- 1 WSF** Development, Production & Marketing of Wide Range of Water Soluble Films
- 2 Intellectual Property** Total of 30 granted patents across the World across all key business verticals of paper and packing industry, Security products, Health, Hygiene & Food and Printing & PSA Materials
- 3 Security Products** Security products include Anti-counterfeit security thread for high security papers, brand protection technologies etc.
- 4 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)
- 5 Other**

The other segments include Klenz Pro and BioPlast.

KlenzPro: 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)



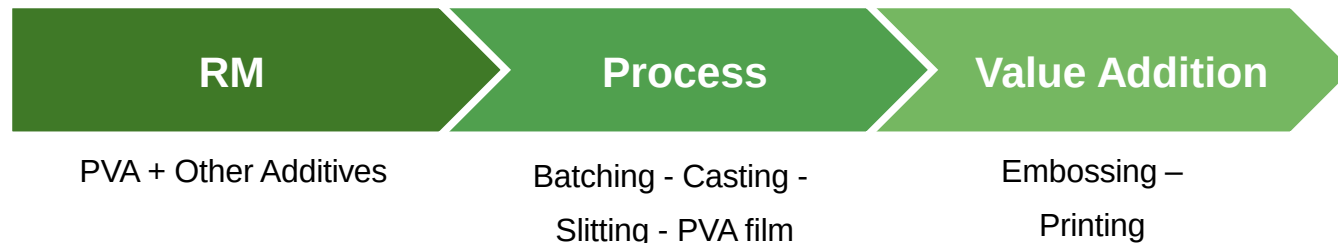
WHAT IS WATER SOLUBLE FILM (WSF)?

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

Properties of WSF

- Optimum Tensile Strength
- Flexibility for using in multiple forms of packaging
- Excellent Moisture/Heat Sealing
- Eco-friendly



Watersol is the trademark product of Arrow Greentech Ltd.

Applications of WSF

1. Eco Friendly Packaging

(Agrochem Packaging, Detergent Packaging, other Primary Packaging)

2. Industrial Consumables

(Mould release, Embroidery, etc.)

3. Printing

(Hydrographic / Hydro dipping)

4. Laundry Bags

5. Dust Protection film

6. Other Applications

(Battery separator, active embedded film, anti counterfeit film)

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.

◦ **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.





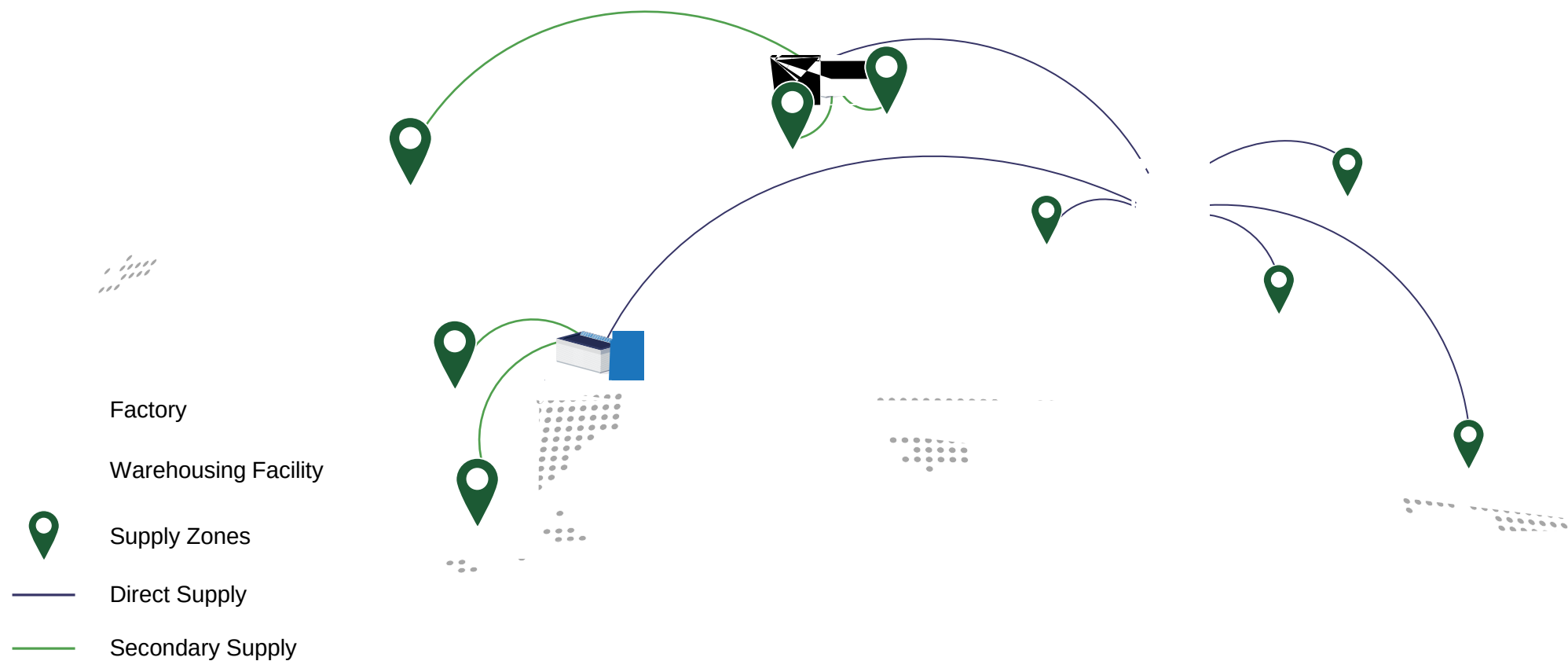
STATE OF THE ART MANUFACTURING FACILITIES

ANKLESHWAR, GUJARAT

- ✓ ~ 350 Km far from Mumbai
- ✓ Land on 99 years renewable lease from GIDC
- ✓ R&D Centre with Modern Equipments
- ✓ Common Utilities available for future expansion



GLOBAL PRESENCE



- 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



INTELLECTUAL PROPERTY

INTELLECTUAL PROPERTY

- 01 30 Patents granted across Globe including the India, UK, USA, South Africa, Europe, Eurasia and Russia
- 02 Our inhouse R&D and IP team is continuously working on new innovation and patents
- 03 Monetization of key patents through out-licensing of patents and production of patented products
- 04 Patent filed in the area of security products, brand protection, security papers, security films, self adhesive material, healthcare, bio-compostable material etc.
- 05 State of Art R&D Lab and IP cell in Mumbai
- 06 Innovation is focused on green and high-tech products
- 07 28 Indian patent applications and 8 foreign patent applications under process covering various sectors and geographies.

ARROW'S INTELLECTUAL PROPERTY

1. Granted Patents:

Arrow Greentech Limited at present has 30 granted patents globally covering the territories of – India, UK, USA, South Africa, Europe, Eurasia and Russia

2. 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.

3. Trademarks:

Arrow Greentech Limited has 27 in-force registered Trademarks along with 13 Trademark application currently under processing.

Group 1 – Paper and Packing Industry

1. High strength paper and process of manufacture			2. High security paper and process of manufacture			3. Self destructive irreversible security packaging film				4. Method of producing a high security film and high security film produced by the said method		
India (23.09.09)	South Africa (28.10.09)	United States (22.11.11)	Russia (20.01.11)	Europe (13/09/2017)	India (03/01/2018)	India (21.01.09)	Eurasia (30.12.09)	Europe (05.05.10)	United States (23.08.2016) (Div) (07/12/2021)	United States (29.05.12)	Europe (15.08.12)	India (31/10/2018)

Group 2 – Packaging Industry

1. Packaging Material		2. High strength paper and process of manufacture			3. Self destructive irreversible security packaging film				4. A biodegradable, multilayered film and a package made thereof	5. Edible water soluble packaging film and package made out of the said film
India (07.11.08)	South Africa (27.05.09)	India (23.09.09)	South Africa (28.10.09)	United States (22.11.11)	India (21.01.09)	Eurasia (30.12.09)	Europe (05.05.10)	United States (23.08.2016) (Div) (07/12/2021)	India 253018 (14.06.12)	India 252848 05.06.12)

Group 3 – Security Products

1. High security paper and process of manufacture			2. Self destructive irreversible security packaging film				3. Method of producing a high security film and high security film produced by the said method			4. Bio Degradable Smart Cards
Russia (20.01.11)	Europe (13/09/2017)	India (03/01/2018)	India (21.01.09)	Eurasia (30.12.09)	Europe (05.05.10)	United States (23.08.2016) (Div) (07-12-2021)	United States (29.05.12)	Europe (15.08.12)	India (31/10/2018)	India 286452 (21/08/2017)

Group 4 – Health, Hygiene & Food

1. Packaging Material		2. Edible water soluble packaging film and package made out of the said film	3. A water soluble film based matrix to contain samples extracted from living species			4. Water Soluble Drug delivery system	5. A Cleaning Device with Sustained Release of Actives
India (07.11.08)	South Africa (27.05.09)	India (05.06.12)	India (27.03.12)	Europe (14/07/2013)	USA (18/03/2014)	United Kingdom	India (01/02/2023)

Group 5 – Printing and PSA Materials

1. Substrate for ink jet printing with hydrophobic solvent based ink	2. Wide format printed graphics without release liner	3. Self adhesive materials with a water soluble protective layer			4. Self Adhesive Wall Paper with Reduced Adhesive Material and Water Soluble Film
(09.04.07)	(27.12.10)	South Africa	India	United States	(16/03/2023)

Key Granted Patents across the Globe

30

PATENTS GRANTED

Health

-
- H
-
-

Hygiene

-

Packaging

-
-

Security

-
-

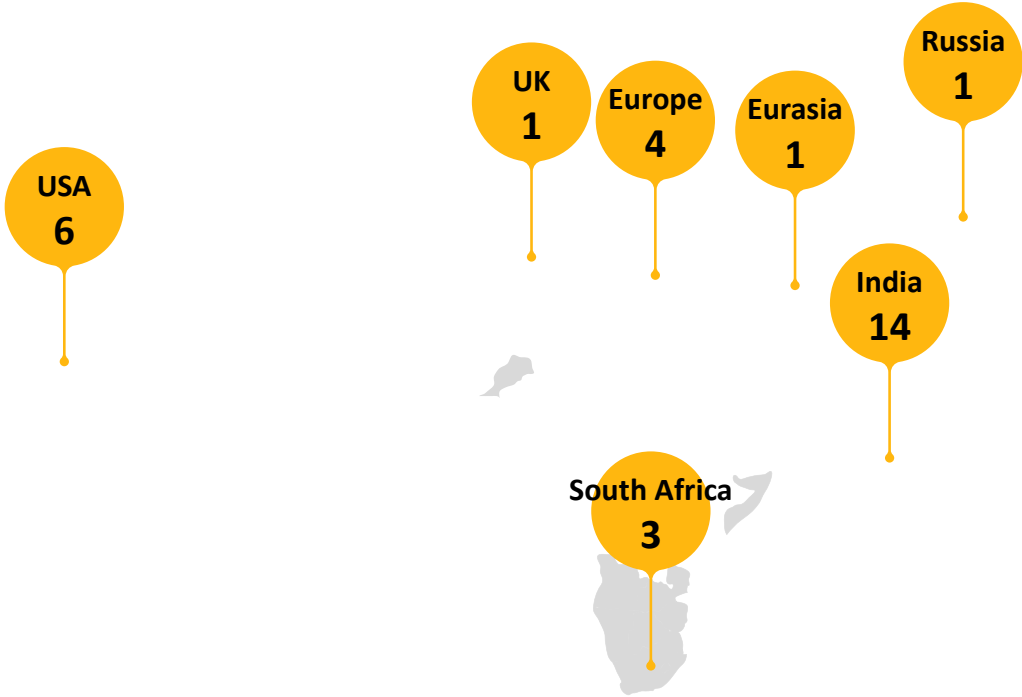
Printing

-
-
-

Self-Adhesive

-

Key Granted Patents across the Globe



Region	India	South Africa	Europe	USA	UK	Eurasia	Russia
No. of Patents Granted	14	3	4	6	1	1	1

SECURITY PRODUCTS



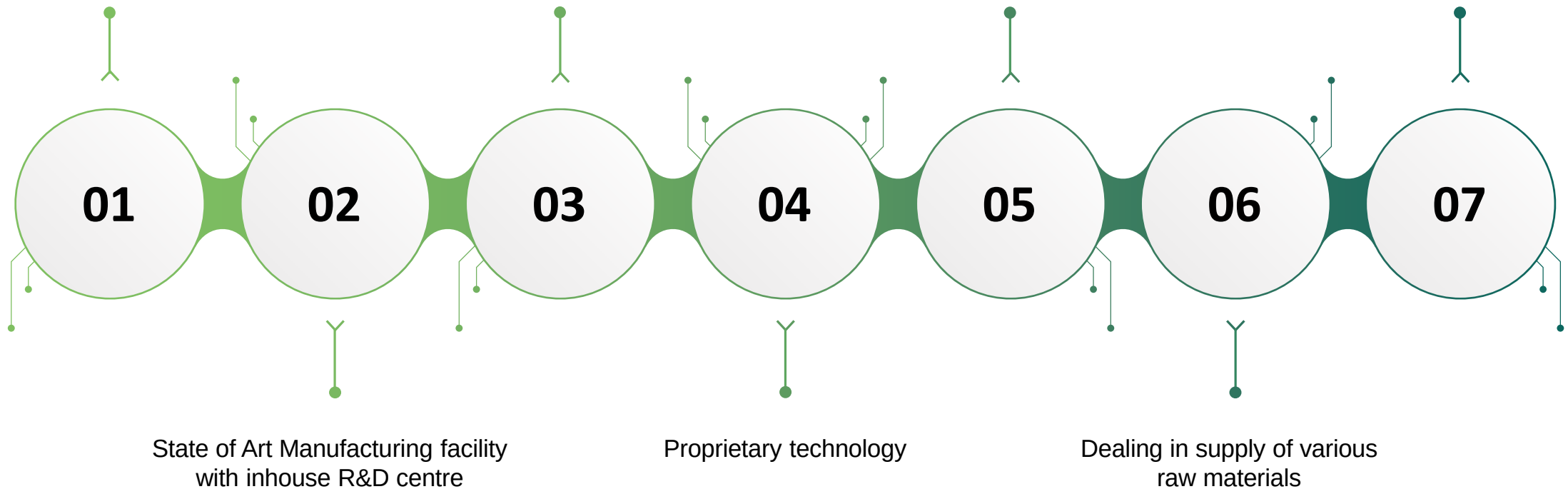
SECURITY PRODUCTS

Manufacturing of anti-counterfeit products, security threads for use in bank note papers or other security papers, brand protection etc.

Supplier to leading paper mills

Part of the niche group supplying such products globally

100% indigenous technologies & fully integrated technologies



**ARROW
RX**

AVERY
PHARMACEUTICALS PVT. LTD.
To Innovation



ARROW RX

- 01 Avery Pharmaceuticals Pvt Ltd is 100% Subsidiary company of Arrow Greentech Limited
- 02 Manufacturing of Mouth Dissolving Strips (Pharmaceuticals & Nutraceuticals)
- 03 WHO GMP approved manufacturing facility with state of art plant & machinery and in-house product development center in Sanand (Gujarat)
- 04 Product Approval from Food and Drug Controller Administration (FDCA) and Central FSSAI License received for approx. 40 products including Sildenafil, Ondansetron, Amoldipine, Vitamin D3, Vitamin B12, Vitamin K2, Vitamin B3, Folic Acid, Iron, Zinc strips etc.
- 05 Who-GMP, FSSAI, GLP, ISO 9001 and ISO 22000 certified facility
- 06 Expertise from parent company on casting of film and embedding various APIs
- 07 Commercial production began in August 2022
- 08 Long-term contract signed with big MNC company for export markets
- 09 In discussion with various domestic and international companies for long-term supply contract

PRODUCT DEVELOPMENT & APPROVALS

List of RX Approved Products

Sr.no.	Name of Product	Strength	Grade
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			

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

ARROW RX



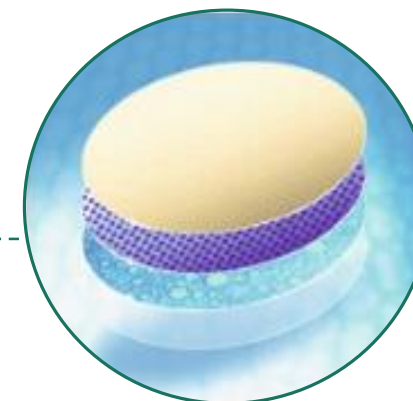
MDS™ Films – NDDS

- 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



Novel Drug Delivery Device -NDDD

- DDD 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 dissolve, that help in quick reaction for drug
- Easy to intake.
- Suitable for patient population that fears choking such as pediatric geriatric patients and patients with nervous disorders.
- Do not require water intake
- Bitter drug can be flavoured
- Enables faster systemic absorption and bypass hepatic metabolism. hence improves bioavailability of drug.
- Reduces side effects as low in chemical combinations

FINANCIAL OVERVIEW



Consolidated Profit & Loss Statement

Particulars	Q1FY24	Q4FY23	QoQ	Q1FY23	YoY	FY23	FY22	YoY
Total Income	446	494	-9.8%	125	258.0%	1111	354	
H								
EBIDTA	144	186	-22.8%	-39	466.6%	235	-73	-
EBIDTA Margins %	32.8%	38.7%	-589 bps	-32.6%	-	21.6%	-21.8%	-
EBIT	127	168	-24.7%	-51	348.2%	168	-120	
EBIT Margin %	28.9%	34.9%	-605 bps	-42.5%	-	15.5	-35.7%	-
EBT	133	177	-24.9%	-50	368.3%	180	-110	
EBT Margin %	29.8%	35.8%	-600 bps	-39.8%	-	16.2%	31.1%	
								-
PAT	93	128	-27.4%	-45	305.3%	123	-93	-
PAT Margins %	20.9%	26.0%	-507 bps	-36.5%	-	11.0%	-26.2%	-
								-

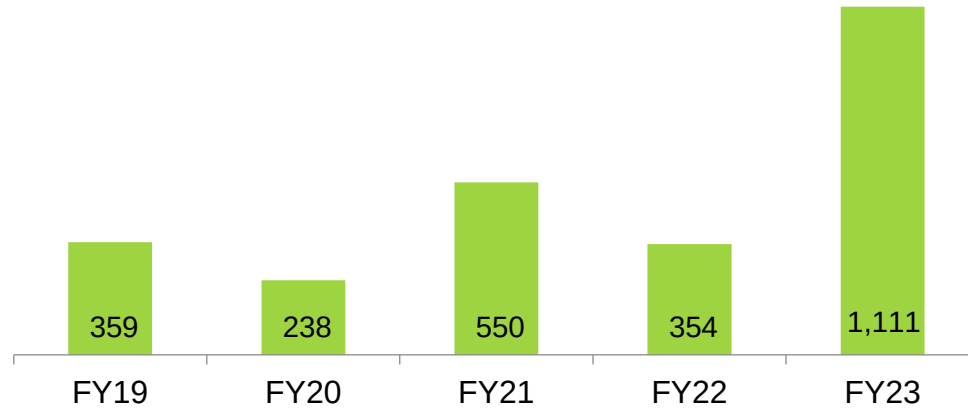
Consolidated Balance Sheet

Particulars (Rs. In Mn)	Mar-23	Mar-22
Equities & Liabilities		
Equity Attributive to Owners	982	747
Total Equity	1,003	768
Non-Current Liabilities		
Total of Non-current liabilities	44	36
Current Liabilities		
Total Current Liabilities	168	83
Total Liabilities	212	119
Total Equity and Liabilities	1,215	887

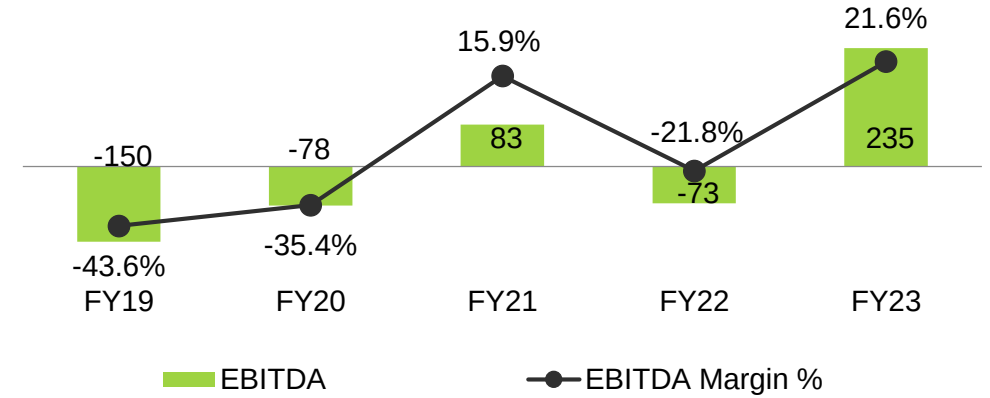
Particulars (Rs. In Mn)	Mar-23	Mar-22
Assets		
Non-Current Assets		
Financial Assets		
Total Non-Current Financial Assets	447	496
Current Assets		
Current Financial Assets		
Total Current Assets	767	390
Total Assets	1,215	887

Yearly Overview

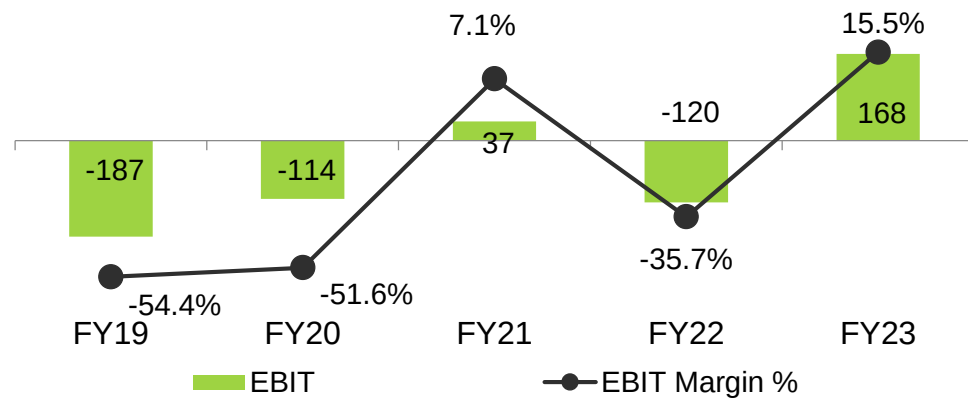
Total Revenue



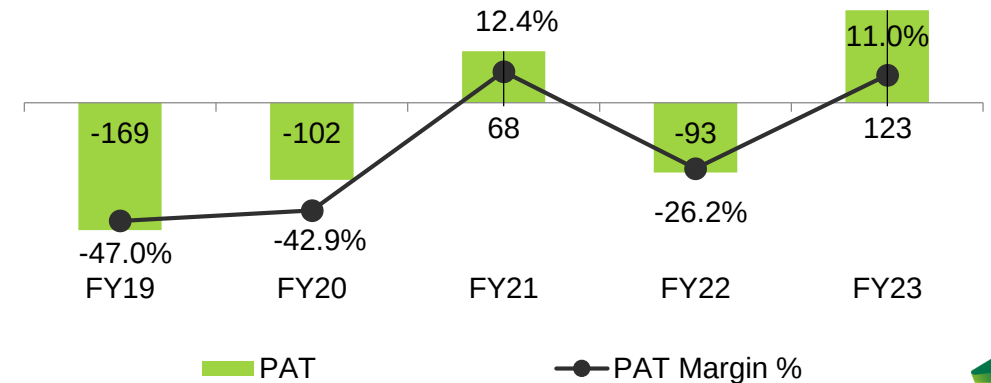
EBIDTA & EBIDTA Margin



EBIT & EBIT Margin

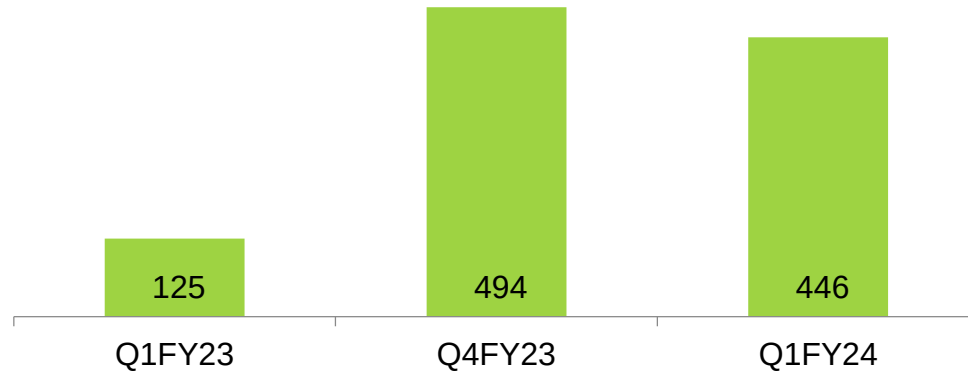


PAT & PAT Margin

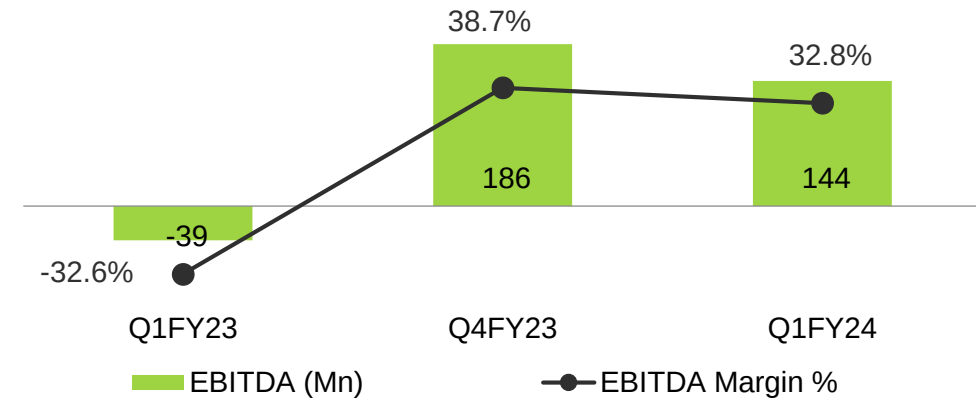


Quarterly Overview

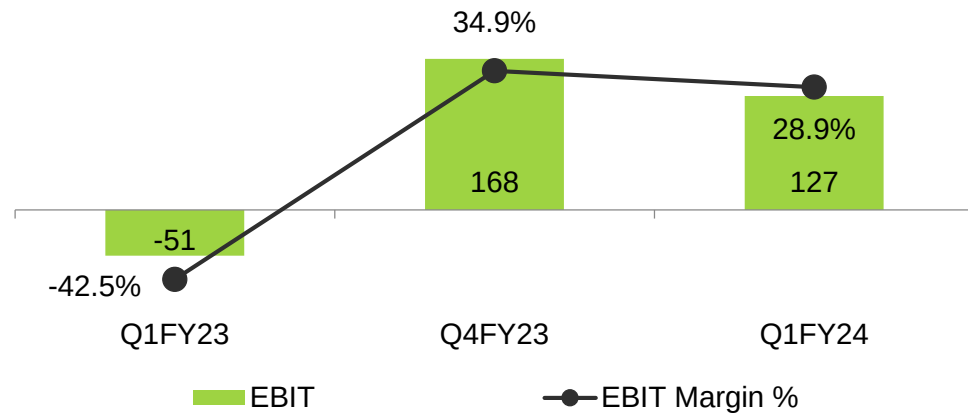
Total Revenue



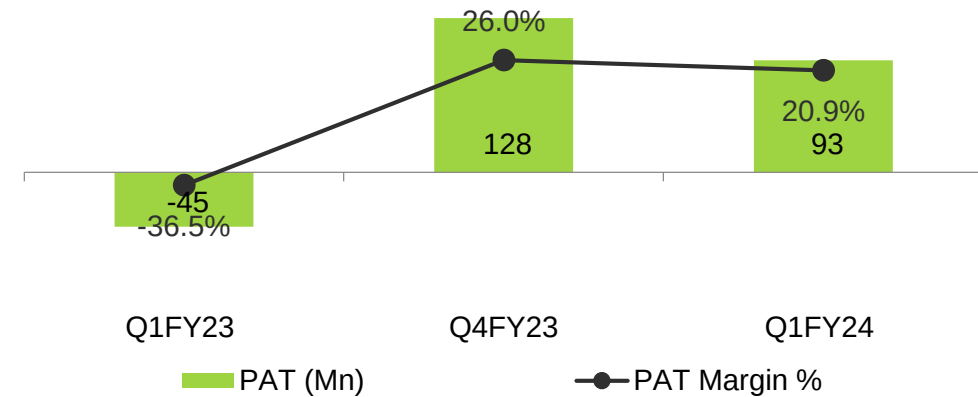
EBIDTA & EBIDTA Margin



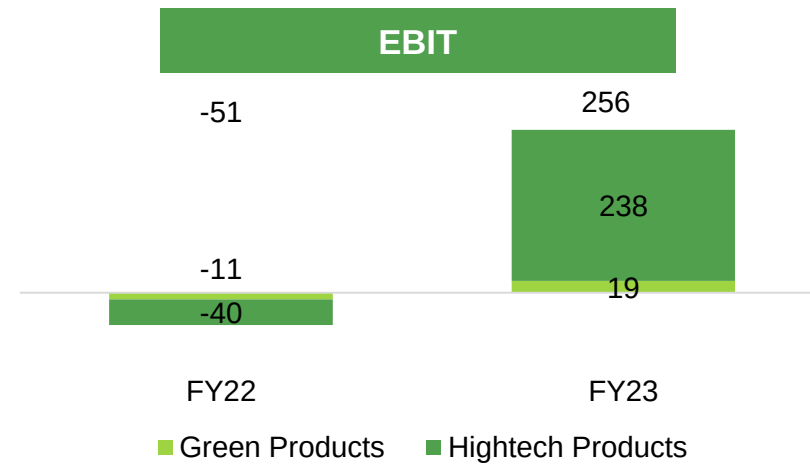
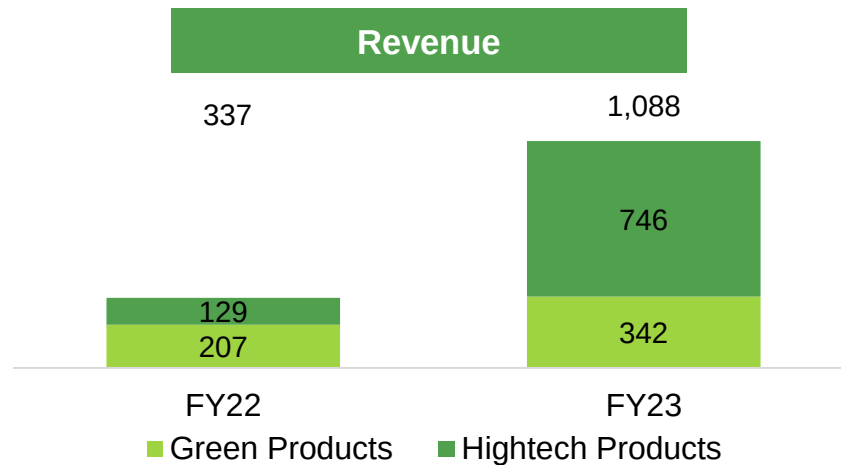
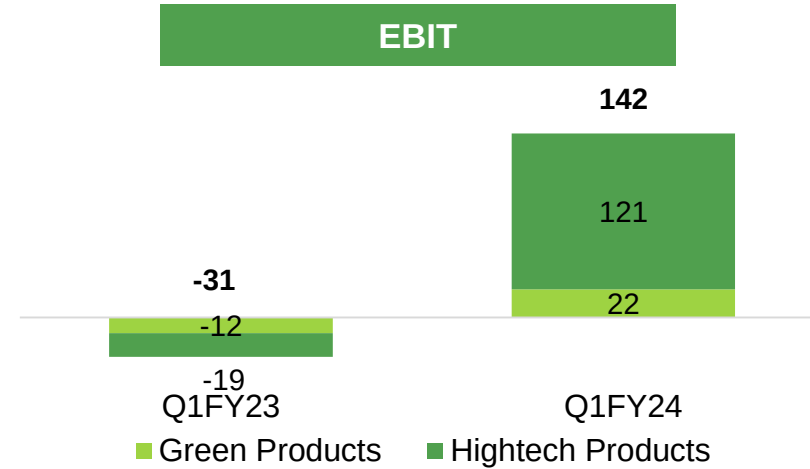
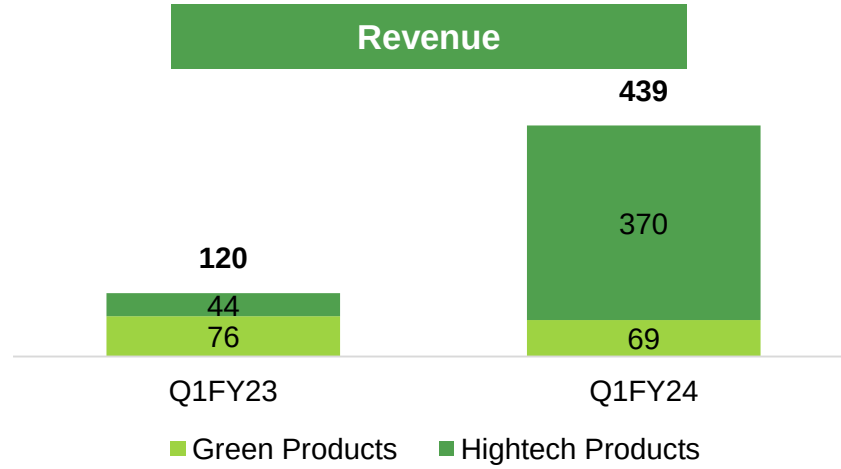
EBIT & EBIT Margin



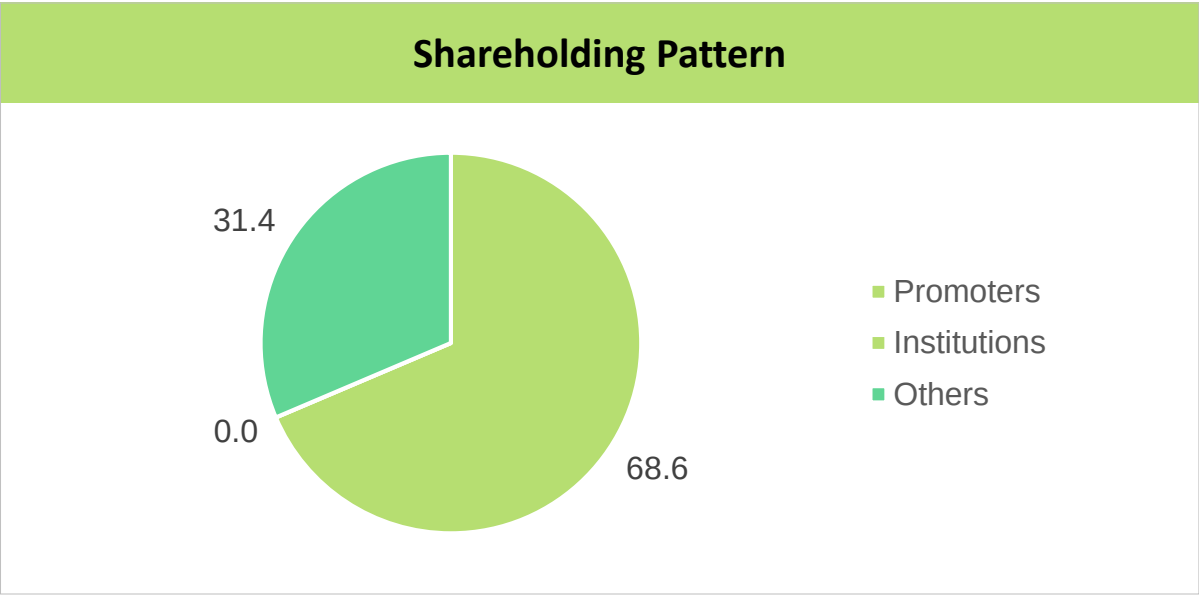
PAT & PAT Margin



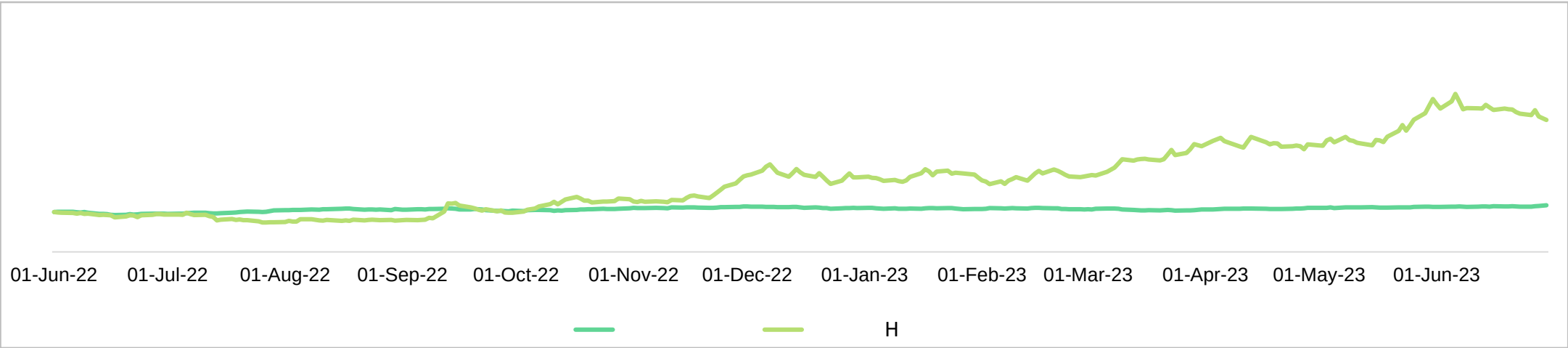
Segmental Break-up



Stock Information



Stock Information (as on 30 th June 2023)	
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THANK YOU

ARROW GREENTECH LTD

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Poonam Bansal