

#### February 10, 2025

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** 

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 Company Secretary Membership No. F9965



**Investor Presentation** 

www.arrowgreentech.com



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Q3FY25 – Results Highlights



## Chairman & MD's Comments on Results





## Mr. Shilpan Patel | Chairman and MD

"Arrow Greentech Ltd has achieved remarkable growth in this quarter, with Revenue from Operations increasing by 121% Y-o-Y to Rs. 551 Millions. Our <u>EBITDA grew by an impressive 146% t</u>o Rs. 179 Millions, and our Profit After Tax surged from Rs.49 Millions in Q3FY24 to Rs.128 Millions in Q3FY25.

As we embark on this exciting growth trajectory, we draw strength from the dedication and innovation of our team. Our ability to adapt to global challenges ensures that we remain a market leader, ready to seize new opportunities. In our Greentech segment, we will focus on new business development by exploring applications across various segments and preparing for future expansion through a stronger international presence. Meanwhile, our High-tech segment has seen remarkable revenue growth, particularly in high-security products and intellectual property, as we stay dedicated to anti-counterfeit solutions and capitalize on global opportunities in high-value securitization to address the issue of counterfeit products.

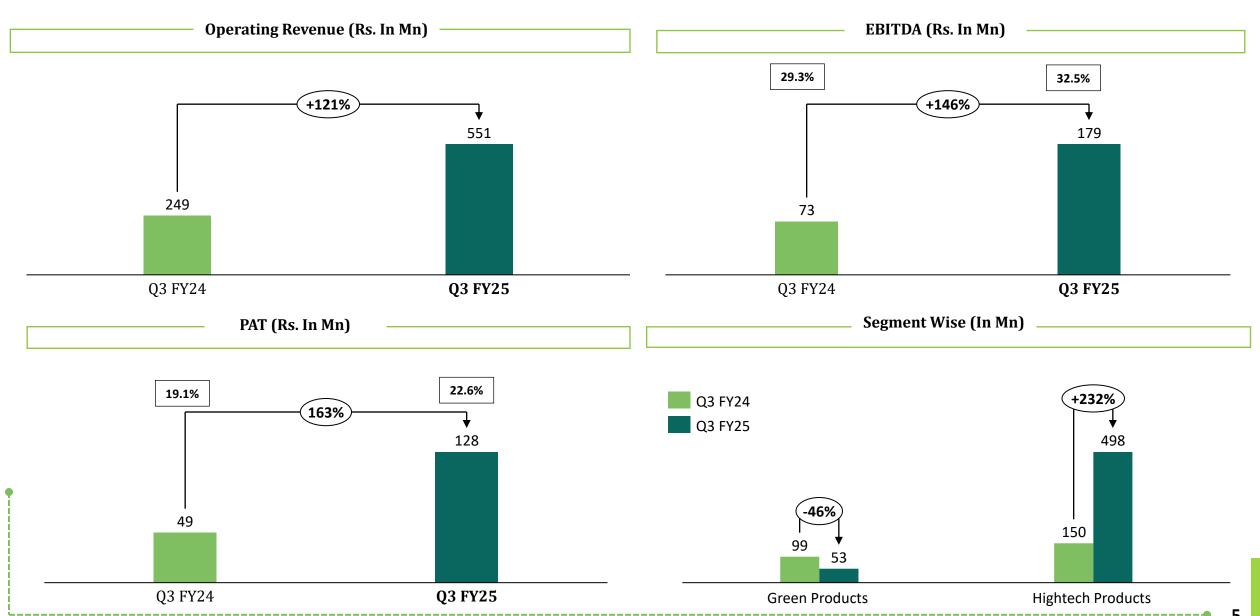
Looking ahead to FY 25,our focus will remain on developing cutting-edge, high-tech products while exploring and integrating eco-friendly innovations from around the world into our operations in India, paving the way for future business transformation. As we progress, we remain steadfast in our dedication to fostering growth and delivering significant value to our stakeholders."

## **Operational/Financial Highlights**

- Revenue from operations for Q3FY25 stood at Rs 551 Millions, as compared to Rs. 249 Millions in Q3FY24, registering a growth of 121%
- EBITDA for Q3FY25 was Rs. 179 Millions, as compared to Rs. 73 Millions in Q3FY24
- EBITDA margin for Q3FY25 stood at 32.5% as against 29.3% in Q3FY24 which showcase expansion in margins by 320 bps
- PAT for Q3FY25 was at Rs. 128 Millions, registering a growth of 163% on Y-o-Y basis; PAT margins expand by 350 bps in Q3FY25 as compared to Q3FY24 marking a strong recovery in a challenging industry environment

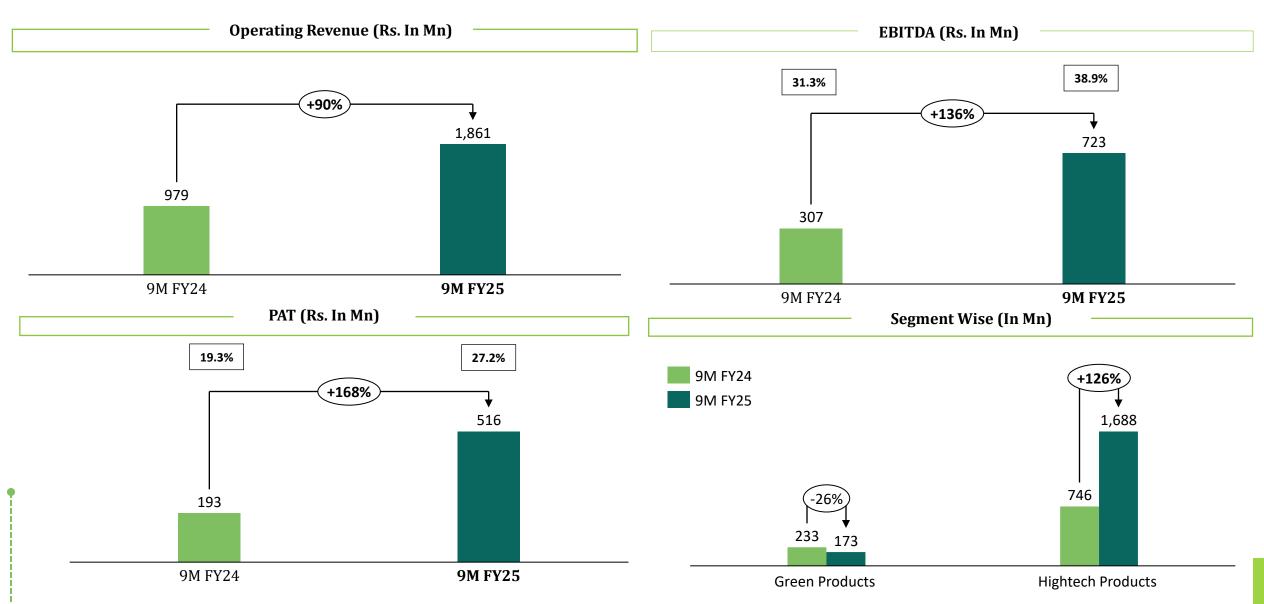
# Q3 FY25 Result Highlights





# 9M FY25 Result Highlights





# Consolidated Profit & Loss Statement



Particulars (Rs.Mn)	Q3 FY25	Q3 FY24	Y-O-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	551	249		648		1,861	979	
Total Revenue	551	249	121%	648	-15%	1,861	979	90%
Cost of Material Consumed	145	52		200		582	330	
Purchase of stock in trade	106	0		73		206	83	
Change in Inventories of Finished goods & Work in Progress	21	42		3		41	-16	
Total Raw Material	272	95		276		829	398	
Gross Profit	279	155	80%	372	-25%	1,031	581	77%
Gross Profit Margin (%)	50.6%	62.1%		57.4%		55.4%	59.4%	
Employee Expenses	39	32		36		113	98	
Other Expenses	61	49		73		195	176	
EBITDA	179	73	146%	263	-32%	723	307	136%
EBITDA Margin (%)	32.5%	29.3%		40.6%		38.9%	31.3%	
Other Income	16	6		11		35	19	
Depreciation	19	21		17		54	58	
EBIT	176	58	202%	257	-32%	704	268	163%
EBIT Margin (%)	31.9%	23.4%		39.7%		37.9%	27.4%	
Finance Cost	1	1		0		2	3	
Exceptional Items/Share from Associates	0	0		0		0	0	
Profit before Tax	175	57	205%	257	-32%	703	265	165%
Profit before Tax(%)	31.8%	23.0%		39.6%		37.8%	27.1%	
Tax	47	9		71		187	73	
Profit After Tax	128	49	163%	186	-31%	516	193	168%
PAT Margin (%)	22.6%	19.1%		28.2%		27.2%	19.3%	
EPS (As per Profit after Tax)	8.52	3.25		12.37		34.25	12.8	







# 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

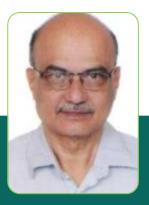




Mrs. Jigisha Patel
Woman Director

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.

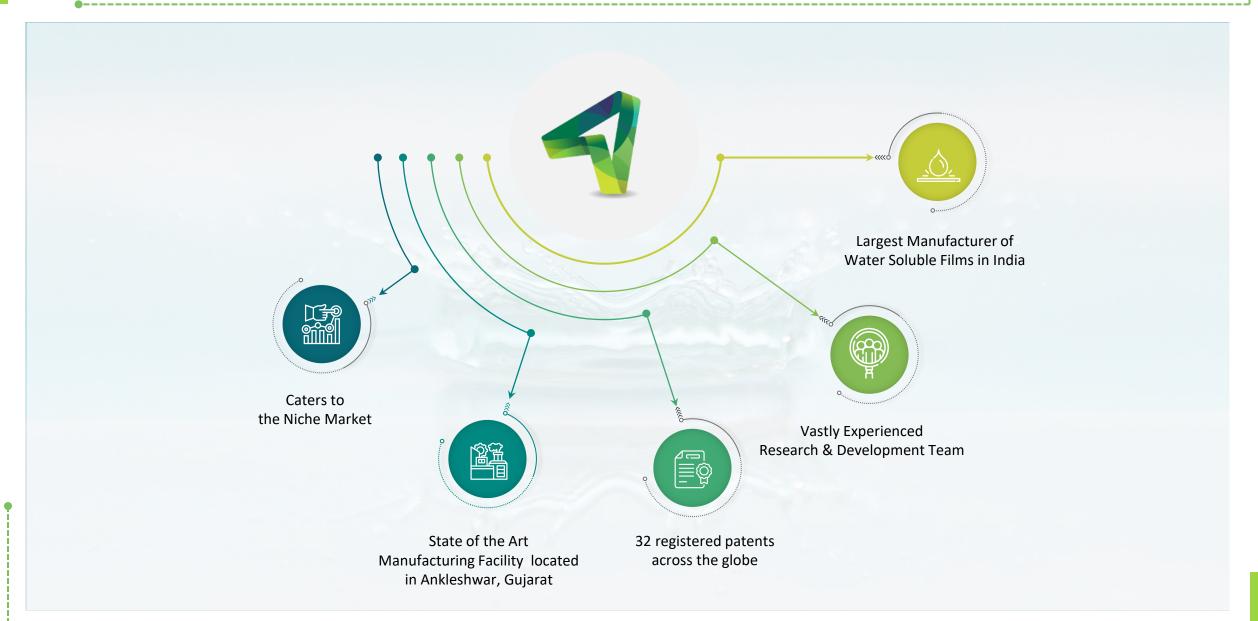


Mrs. Barkharani Nevatia
Independent Director

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.

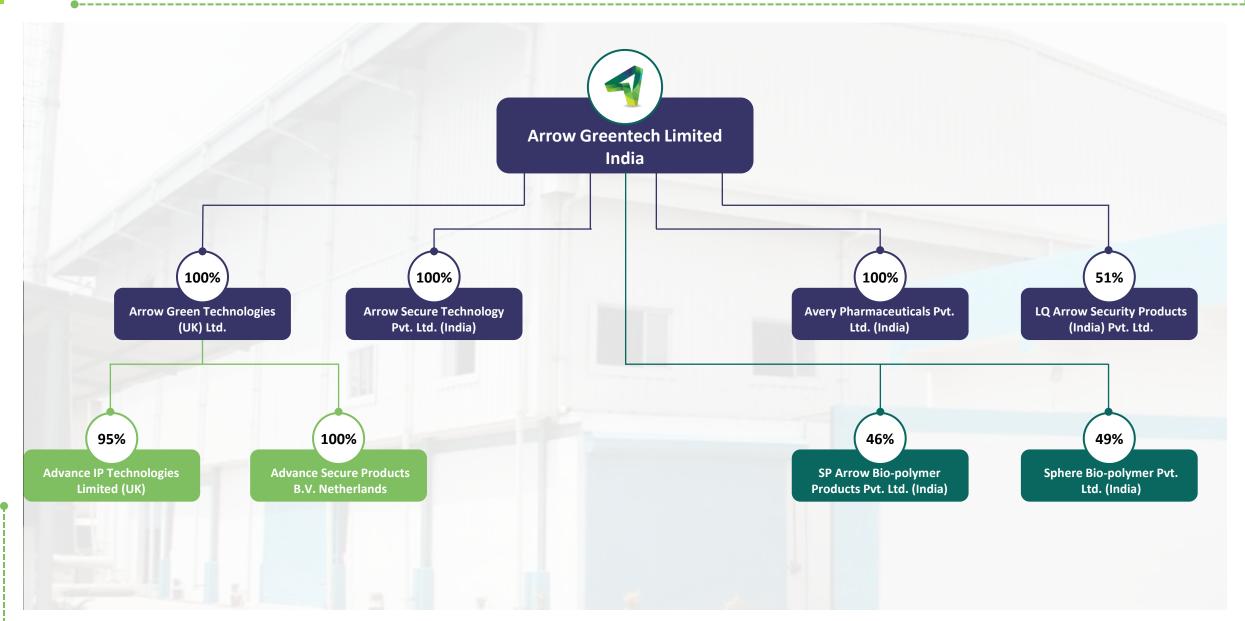
# Arrow Greentech In A Snapshot...





# **Corporate Structure**





## **Business Overview**



#### **Water Soluble Films**

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



## **Intellectual Property**

Total of 32 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.

#### 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)



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 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

Process

Batching - Casting - Slitting - PVA film

Value Addition

Embossing - Printing

## **Features**



01

03

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.

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.

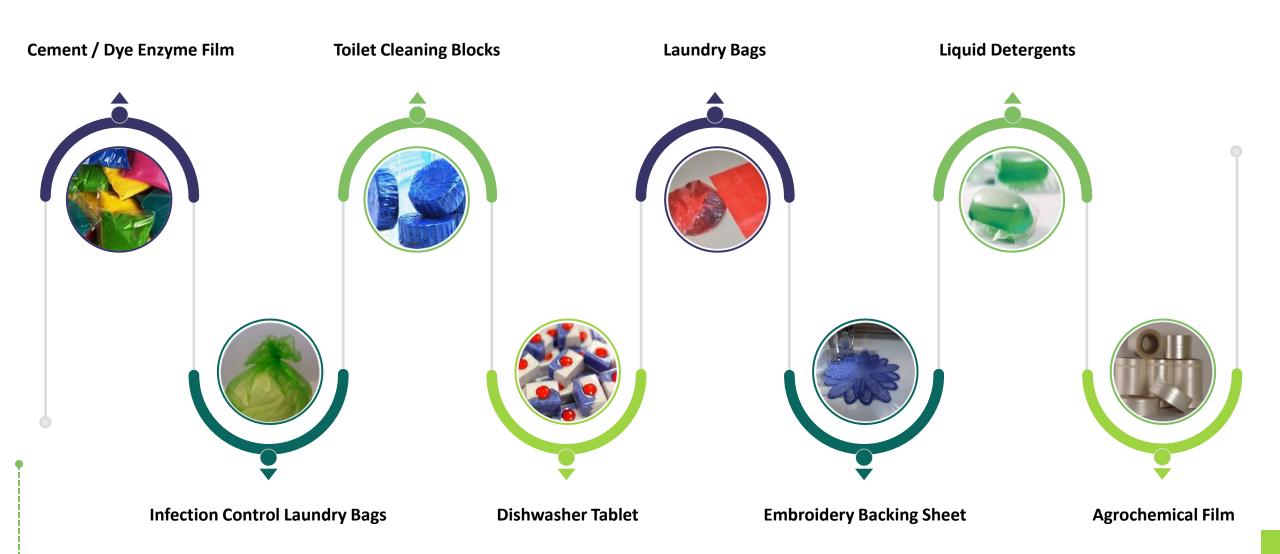
08

Excellent organic solvent resistance.



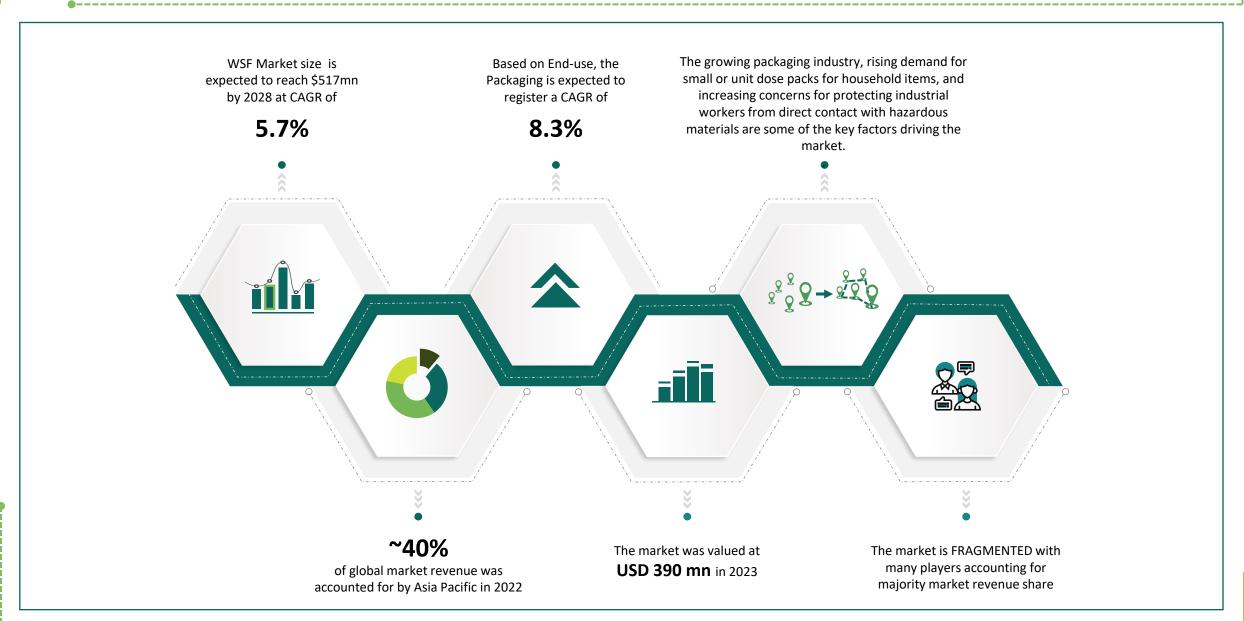
## Use Of Water-soluble Film





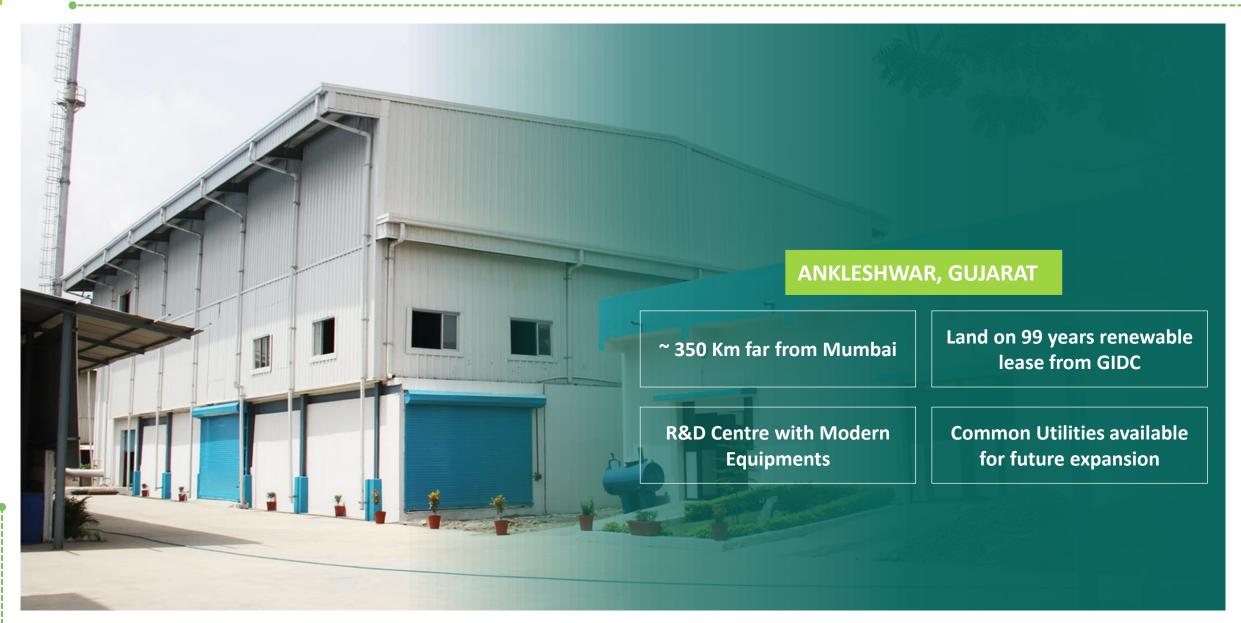
# Water Soluble Films (WSF) Industry Snapshot





# State Of The Art Manufacturing Facilities





## **Global Presence**





 Wide Distribution channel to service our clients from around the world



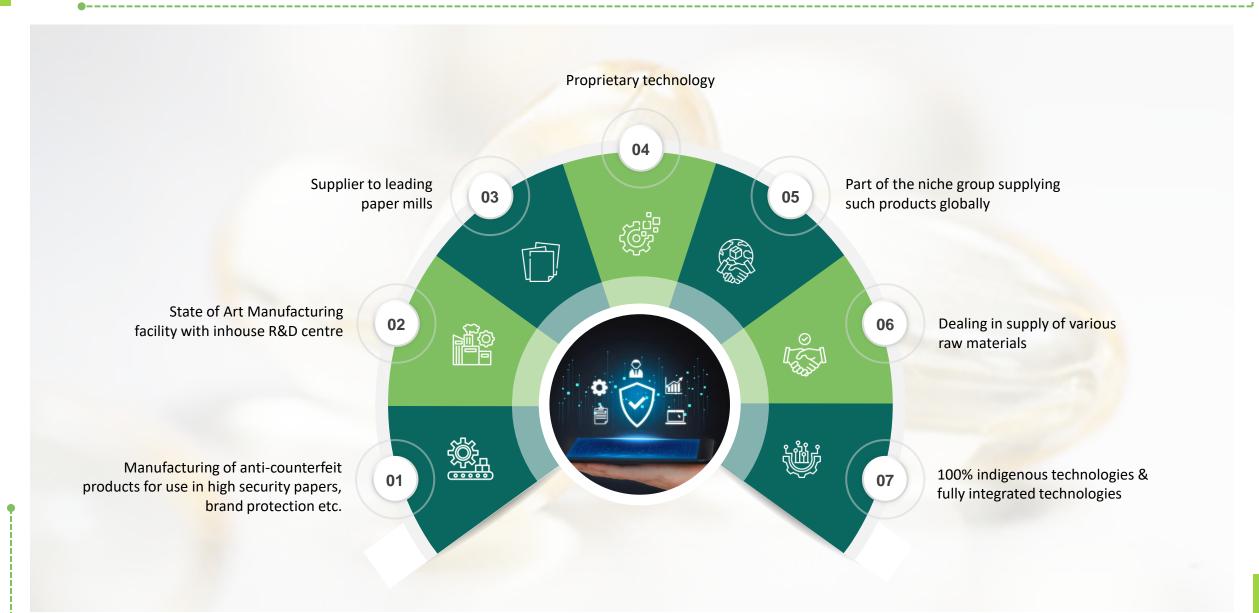


# **SECURITY PRODUCTS**



# **Security Products**





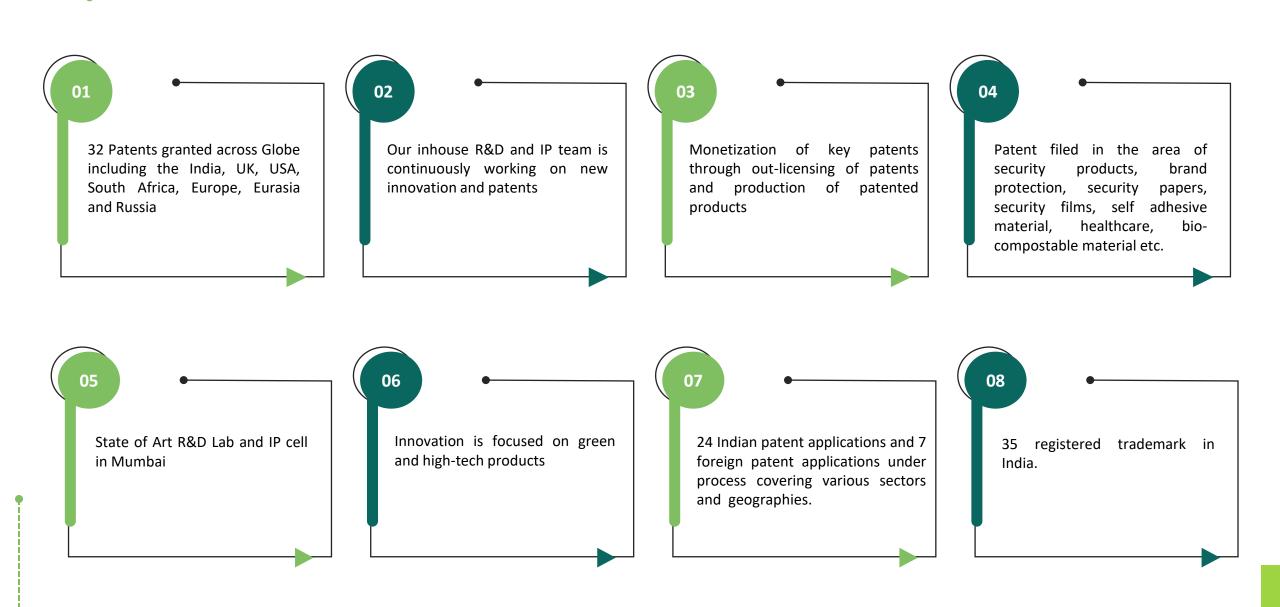






## **Intellectual Property**





## Arrow's Intellectual Property



### **Granted Patents**

Arrow Greentech Limited at present has 32 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 35 in-force registered Trademarks along with 9 Trademark application currently under processing

#### **Group 1 – Paper and Packing Industry**

V Sc	Cold Vater Dluble Film	High streng	gth paper and	process of ma	nufacture	_	ity paper and propertion in the manufacture	-	Self destr	ructive irrevers	sible 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	
	<b>ndia</b> .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)	Europe (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	d process of mai	nufacture	Self destru	ctive irreversib	le security pac	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)	Europe (05.05.10)	United States (23.08.16) (Div) (07.12.21)	<b>India</b> (10.01.24)	India (05.06.12)

# Arrow's Intellectual Property



### **Group 3 – Security Products**

Security Laminates	High se	curity paper and	d process of mar	nufacture	Self desi	tructive irreversib	ole security packa	ging 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)	<b>Russia</b> (20.01.11)	<b>Europe</b> (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 (23.08.16) (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	Medicated Bands	Packaging Material	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		Water Soluble Drug delivery system	A Cleaning Device with Sustained Release of Actives	
India (12.12.23)	<b>India</b> (20.02.24)	India (13.05.24)	<b>South Africa</b> (27.05.09)	India (05.06.12)	India (27.03.12)	Europe (24.07.13)	USA (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)	<b>India</b> (27.12.10)	<b>South Africa</b> (1.12.08)	<b>United States</b> (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.



### 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)

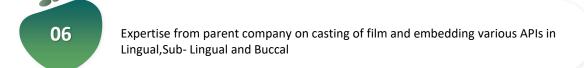


## Arrow RX

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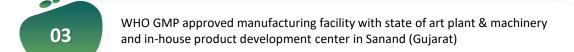














Product Approval from Food and Drug Controller Administration (FDCA) and Central FSSAI License received for approx. 50 products including new products i.e. Sildenafil, Ondansetron, Amoldipine, Vitamin D3, Vitamin B12, Vitamin K2, Vitamin B3, Folic Acid, Iron, Zinc strips, Nicotine, Curcumin+Piperine etc.

In discussion with various domestic and international companies for long-term supply contract

Who-GMP, FSSAI, GLP, ISO 9001 and ISO 22000 certified facility



The company is also undertaking CDMO project (Contract Development and Manufacturing Organization) services. Successfully completed one CDMO project. Received repeat order from customer for new projects

# 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







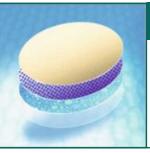
### MDS<sup>TM</sup> Films – NDDS

- · 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

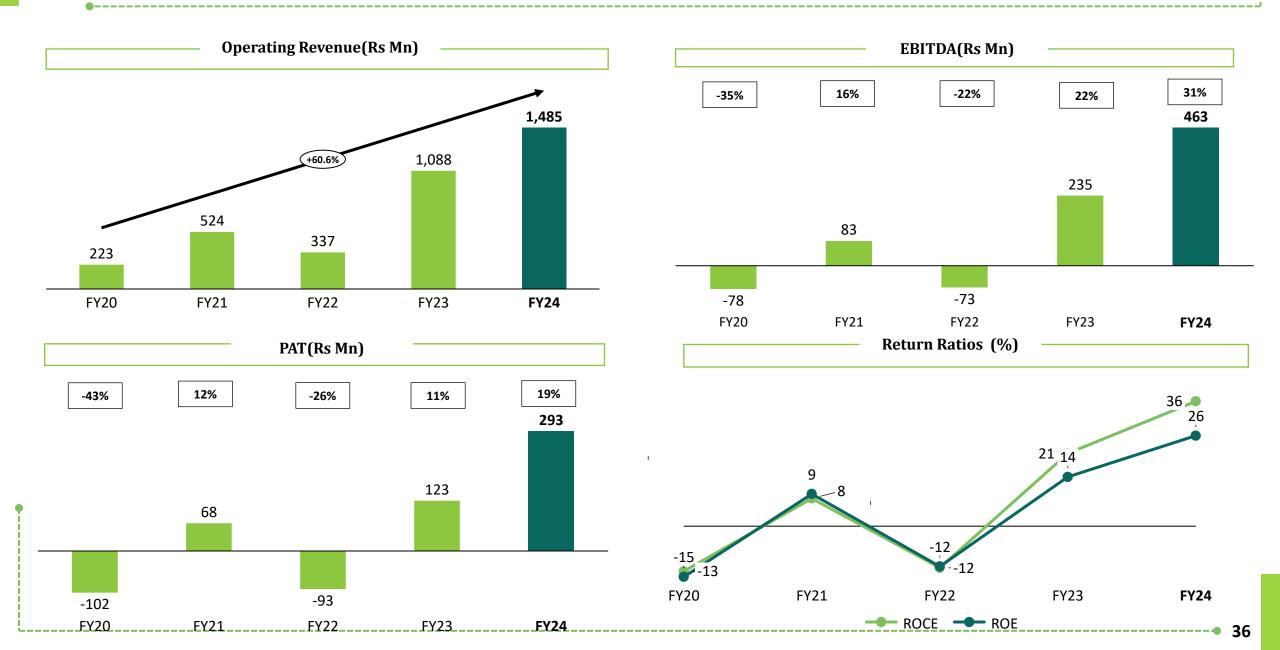






# FY24 Result Highlights







### For further information, please contact:

### **Company:**



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

#### **Poonam Bansal**

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**Thank You**