



**ARROW**  
GREENTECH LTD.

FORMERLY KNOWN AS ARROW COATED PRODUCTS LTD.

## Investor Presentation – August 2017

# Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Arrow Greentech Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# Content

<b>Particulars</b>	<b>S. No.</b>
<b>About the Company</b>	<b>4</b>
<b>Water Soluble Film</b>	<b>9</b>
<b>KLENZ Pro</b>	<b>15</b>
<b>Intellectual Property</b>	<b>19</b>
<b>Strategic Benefits &amp; Growth Opportunities</b>	<b>21</b>
<b>Financials</b>	<b>25</b>



**THINK  
GREEN**

**About the Company**



Only Manufacturer of  
Water Soluble Films in  
India

01



05

State of the Art  
Manufacturing Facility  
located in Ankleshwar,  
Gujarat

Vastly Experienced  
Research &  
Development Team

02

04

Caters to the Niche  
Market

03

32 registered patents  
across the globe





**Mr. Shilpan P. Patel**  
Chairman & M.D



**Mr. Neil Patel,**  
Whole Time Director



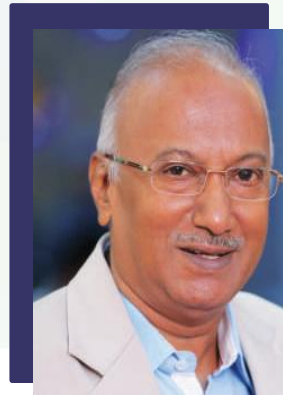
**Mr. Haresh Mehta**  
Independent Director



**Mr. Harish Mishra**  
Independent Director



**Ms. Suneeta Thakur**  
Independent Director

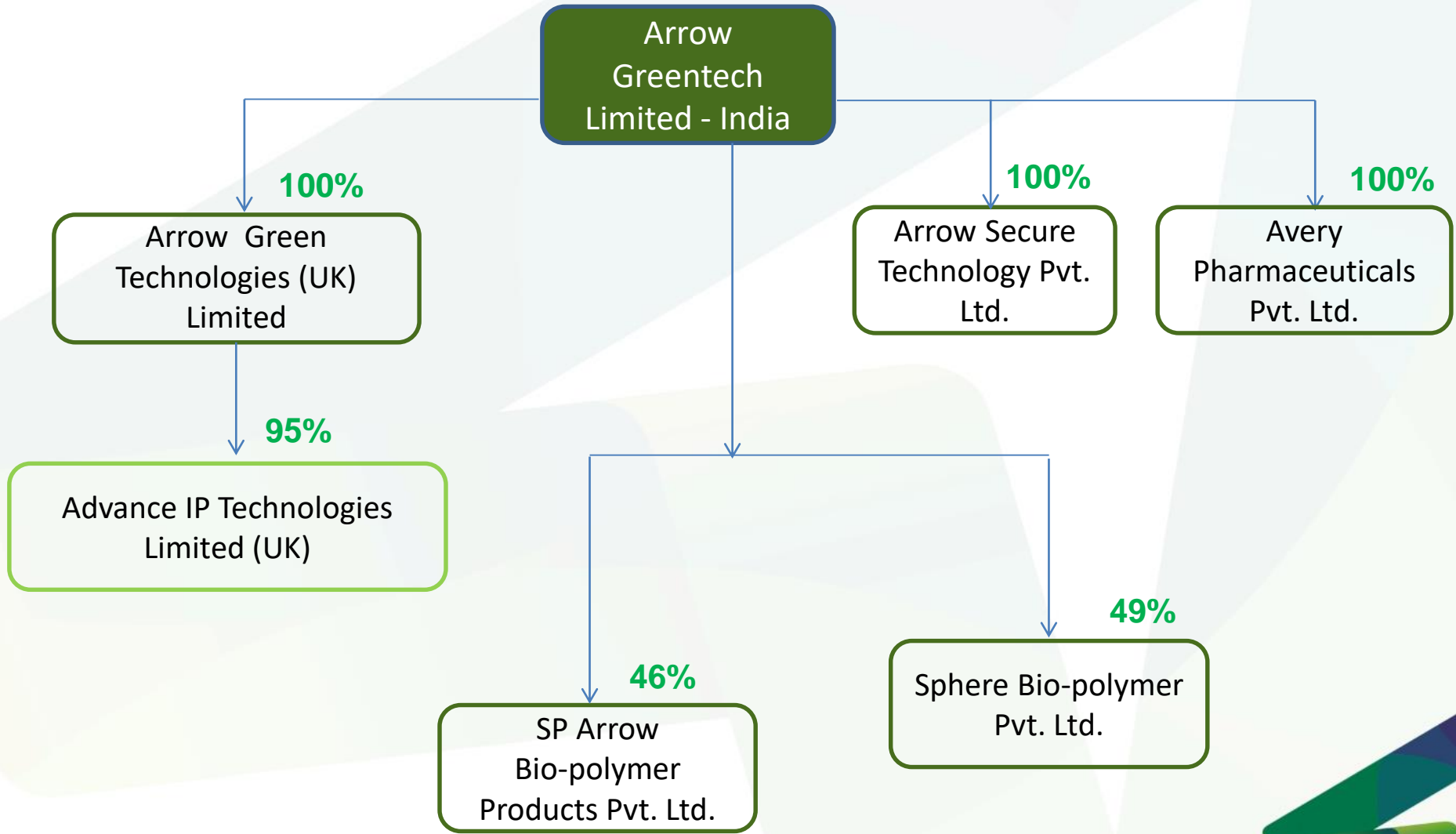


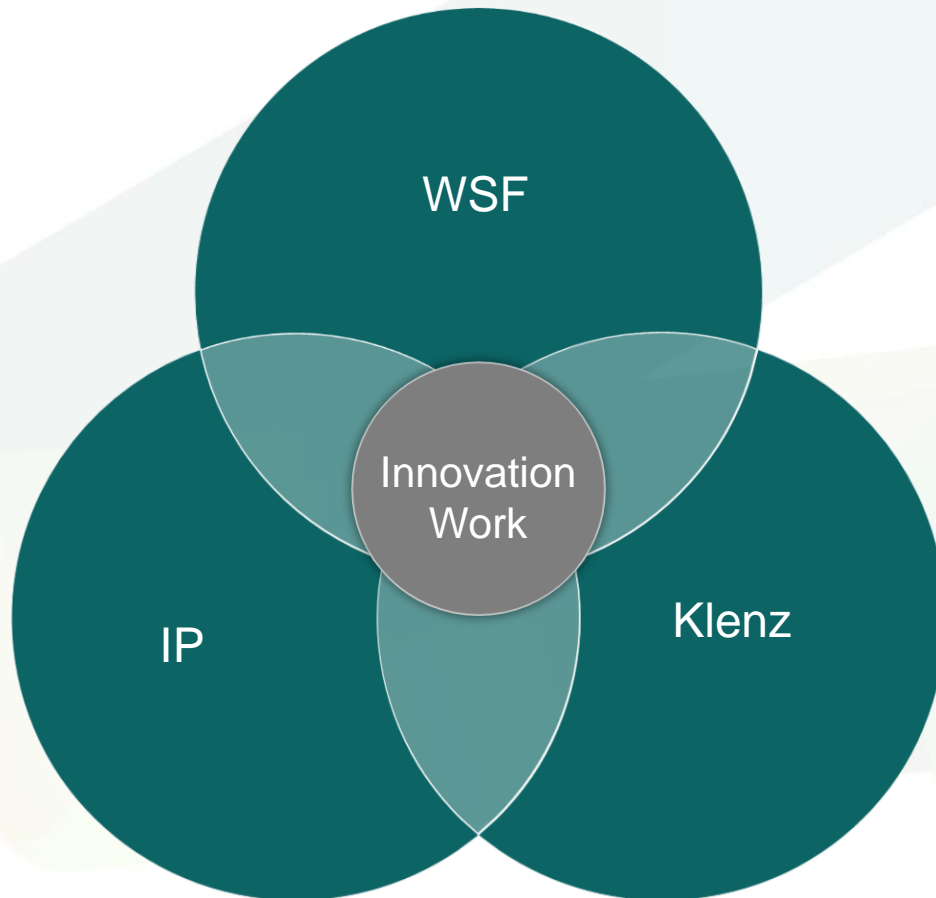
**Mr. Dinesh Modi**  
Independent Director



**Mr. Dinkar Trivedi**  
Independent Director







## 1 Water Soluble Film (WSF)

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

## 2 Klenz Pro

Arrow's Klenz Pro is the most concentrated range of hygiene, in water-soluble capsules. Does not generate plastic waste and is firmly committed to the environment

## 3 Intellectual Property

Total of 32 granted patents across the World, based on Core Technology of Water Soluble Film







# 1. Water Soluble Film (WSF)

1



Liquid Detergent  
Packed in WSF

2



3



4



Dissolves Completely

## What is WSF ?

- Packaging material that is environmentally safe & fully biodegradable when disposed in water or waste

## Properties of WSF

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



# Applications of WSF

## Packaging Film

Safe for the environment & fully biodegradable when disposed of in water or in waste

## Soap Film

Watersol Soap Strips, 'Arrow Magic Strips' are a boon for travellers for maintaining hygiene while on the move

## Water Transfer Printing Film

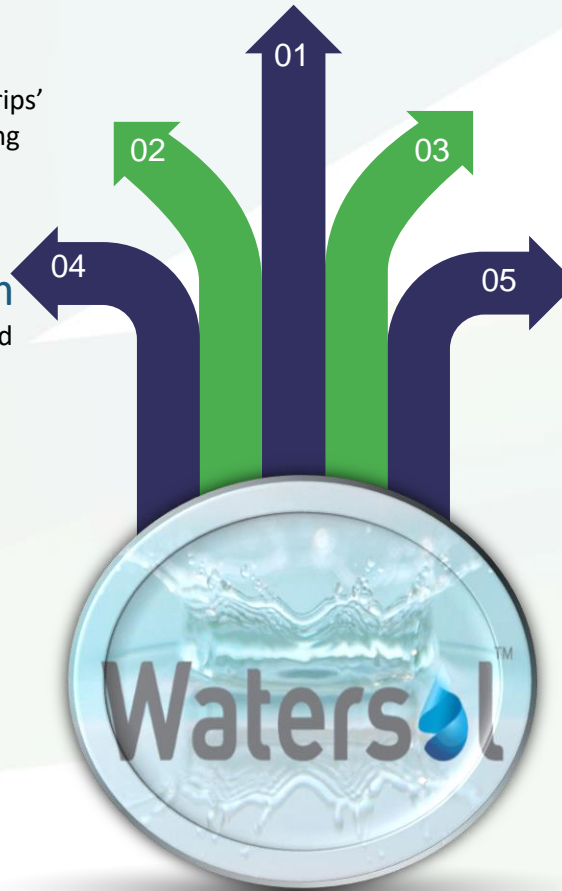
Decoration technology that uses a specialized Watersol film that is printed with a range of natural and abstract patterns to decorate complex-shaped plastics, metals and other materials

## Embroidery Film

Help to avoid puckering and slipping of the fabric and make it more stable

## Mould Release Film

Forms a barrier between parts and mold surfaces that are still curing. Film is resistant to solvents and yet is water-soluble



Watersol is the trademark product of Arrow Greentech Ltd.





Agrochemical Film



Cement / Dye Enzyme Film



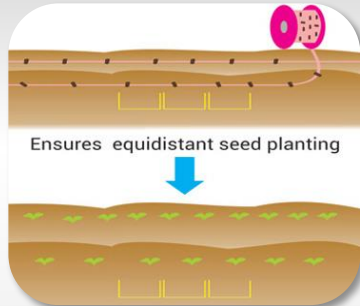
Liquid Detergents



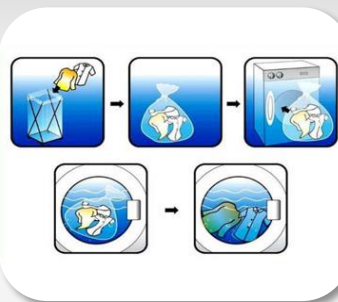
Fish Bait Film



Seed Film



Laundry Bags



Powered Detergents



Toilet Blocks





## **State of art Manufacturing Facilities**

Ankleshwar, Gujarat : ~ 350 Km far from Bombay

Land on 99 years renewable lease from GIDC

R&D Centre with Modern Equipments

Common Utilities and R&D available for future expansion







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 round the world

-  – Factory
-  – Warehousing Facility
-  – Supply Zones
-  – Direct Supply
-  – Secondary Supply





**THINK  
GREEN**

## **2. KLENZ PRO**

# What is Arrow Klenz Pro?

**Klenz Pro is the most concentrated range of hygiene chemicals available in India**

**Product Range : General Cleaning, Kitchen Cleaning, Industrial Cleaning and Laundry Cleaning**

**Klenz Presence is currently in all states in West and South region of India with over 25 distributors**

**59 products already introduced in the market and plans to expand the range to about 90 products by 2018**

**First company to successfully launch cleaning chemical in water-soluble film**

**Designed in collaboration with Proquimia (Spain)**

**Caters to Hotels, Pharmaceutical plants, Manufacturing Industry, Auto Mobile Industry, Corporate offices, Facility Management companies, Government bodies**





## 100% ECO-FRIENDLY



High concentrated bio-degradable products  
Reduced use of raw materials and packaging  
Reduced use of energy on the production process  
75% less CO<sub>2</sub> emissions during transport  
No plastic packaging (water soluble pouches) and carton casing

## APPLICATION COST CONTROL



Precise control over product consumption, same dosage every time  
No more waste management costs

## OCCUPATIONAL RISKS MANAGEMENT



Safe handling, no direct contact with chemical product  
85% reduction on loading weight  
Easier and more convenient (pouch dissolves in water)  
Dosing system not required

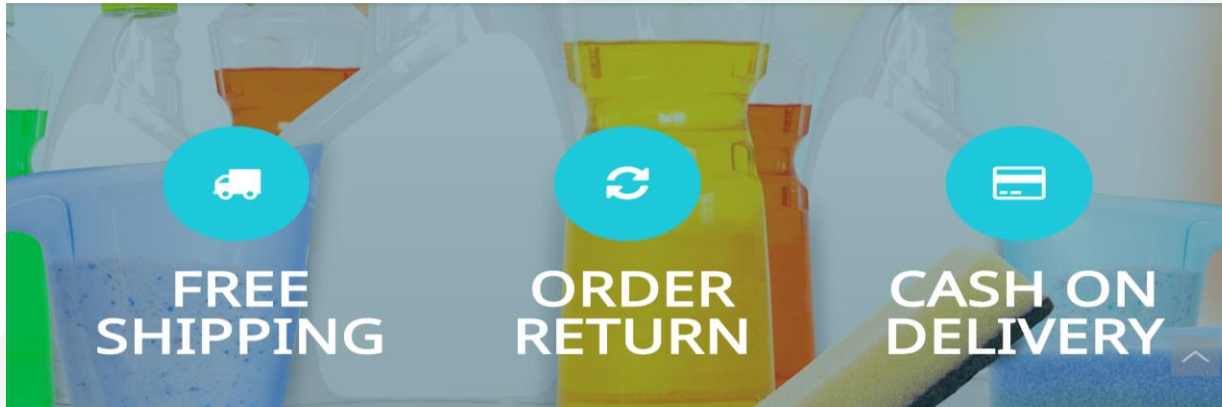
## REDUCES 85% STORAGE ROOM AND TRANSPORT



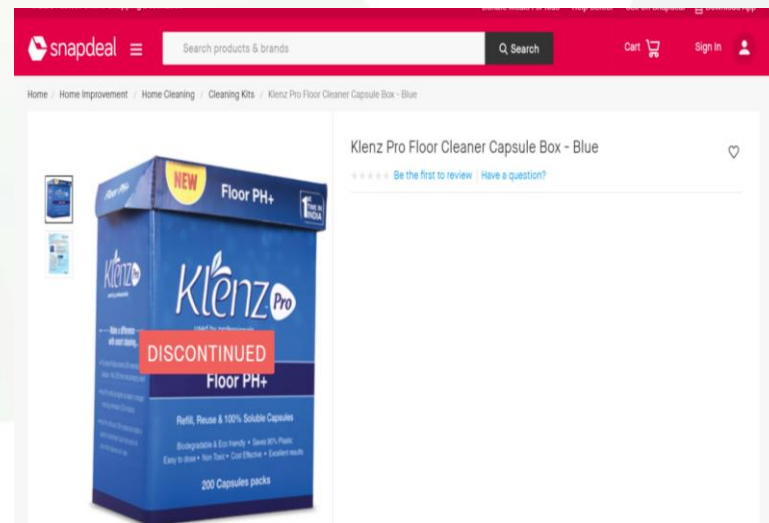
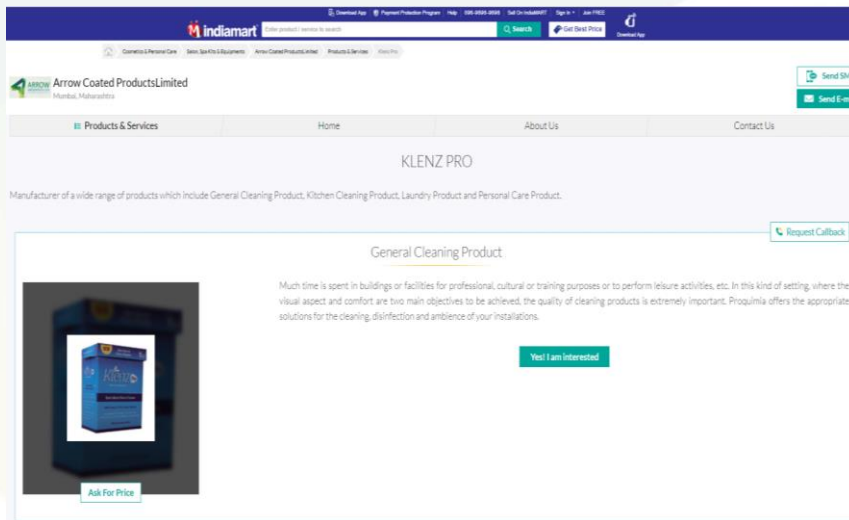
Reduced volume thanks to its high  
Concentration formula

**Klenz Pro Products are all compliant with European 2017 norms and have a wide range of ECO-LABELED products in the portfolio**





Company's website –  
[http://klenzpro.com/general\\_cleaning.html](http://klenzpro.com/general_cleaning.html)



Our Marketing & Launch Strategy along with Quality built Products made us win the “Best Innovative Chemical Product” in to build a strong Distribution and Sales team which will help our long-term vision







**THINK  
GREEN**

## **3. Intellectual Property**

## 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 biodegradable 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 sarees, 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.

**32 patents granted across the world**







**THINK  
GREEN**

**Strategic Benefits & Growth Opportunities**

# Key Entry Barriers

## Product Formulation

- Special Chemistry per end use
- Customized Formulations designed for various types of parameters of WSF
- Example : Various Water Temperature, time of dissolution and types of Water – Hard, soft, Salty etc.

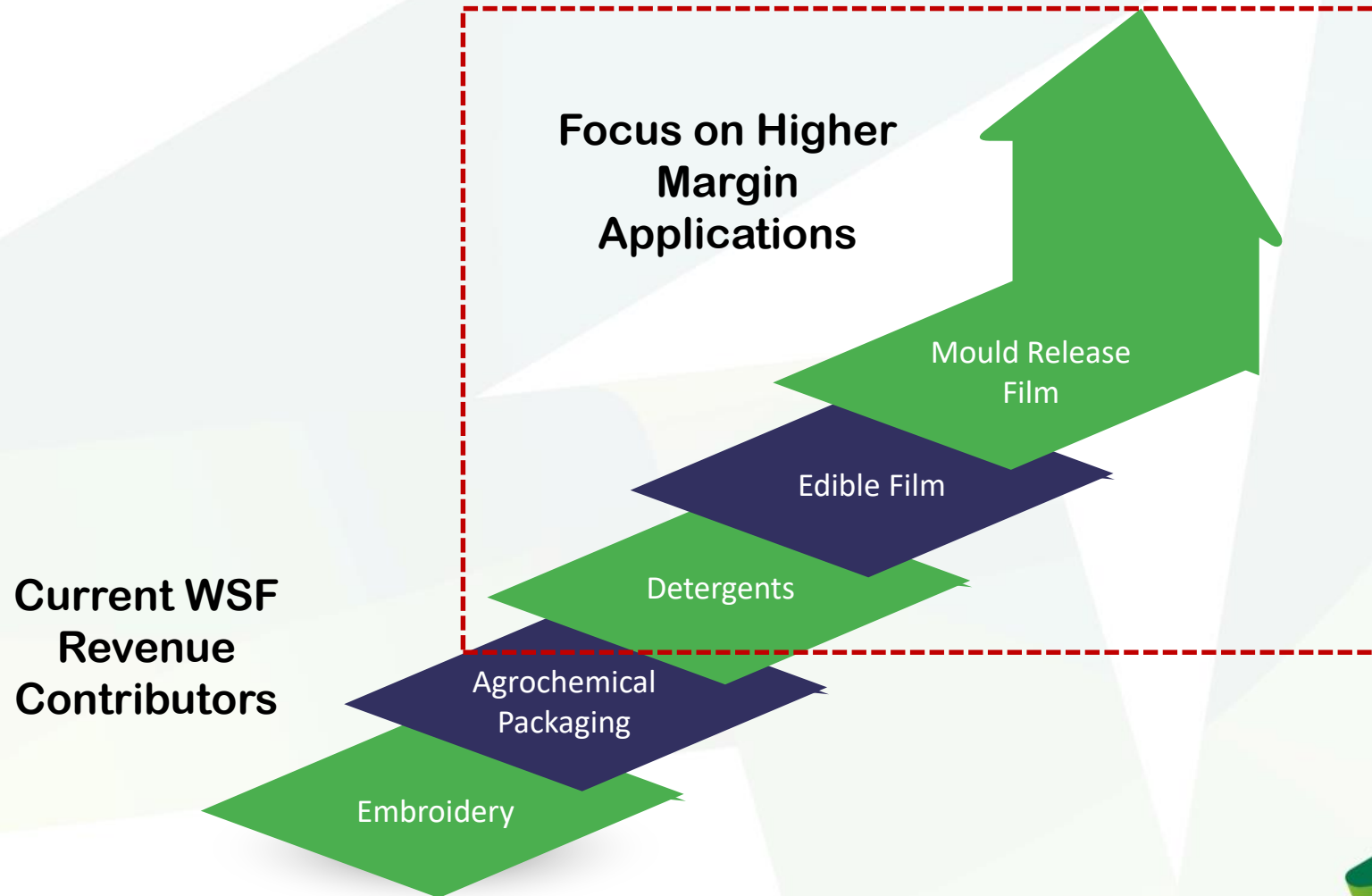
## Proprietary Information

- RND outcome is privy to Arrow
- Example : Given a particular material to be packed: Under What Conditions will the WSF dissolve and the Chemical Properties of WSF once it is dissolved

## Accelerated Ageing Test

- WSF goes through Accelerated Ageing test under accelerated ageing conditions. This matrix of information is vital to development of right WSF
- To help determine the long-term effects for the purpose of expected shelf life of packed product







# Growth Drivers

## Intellectual Property

- Monetize the existing Patents by selling or licensing the Patents
- R&D to develop more of Products & Processes and file New Patents

## Water Soluble Film

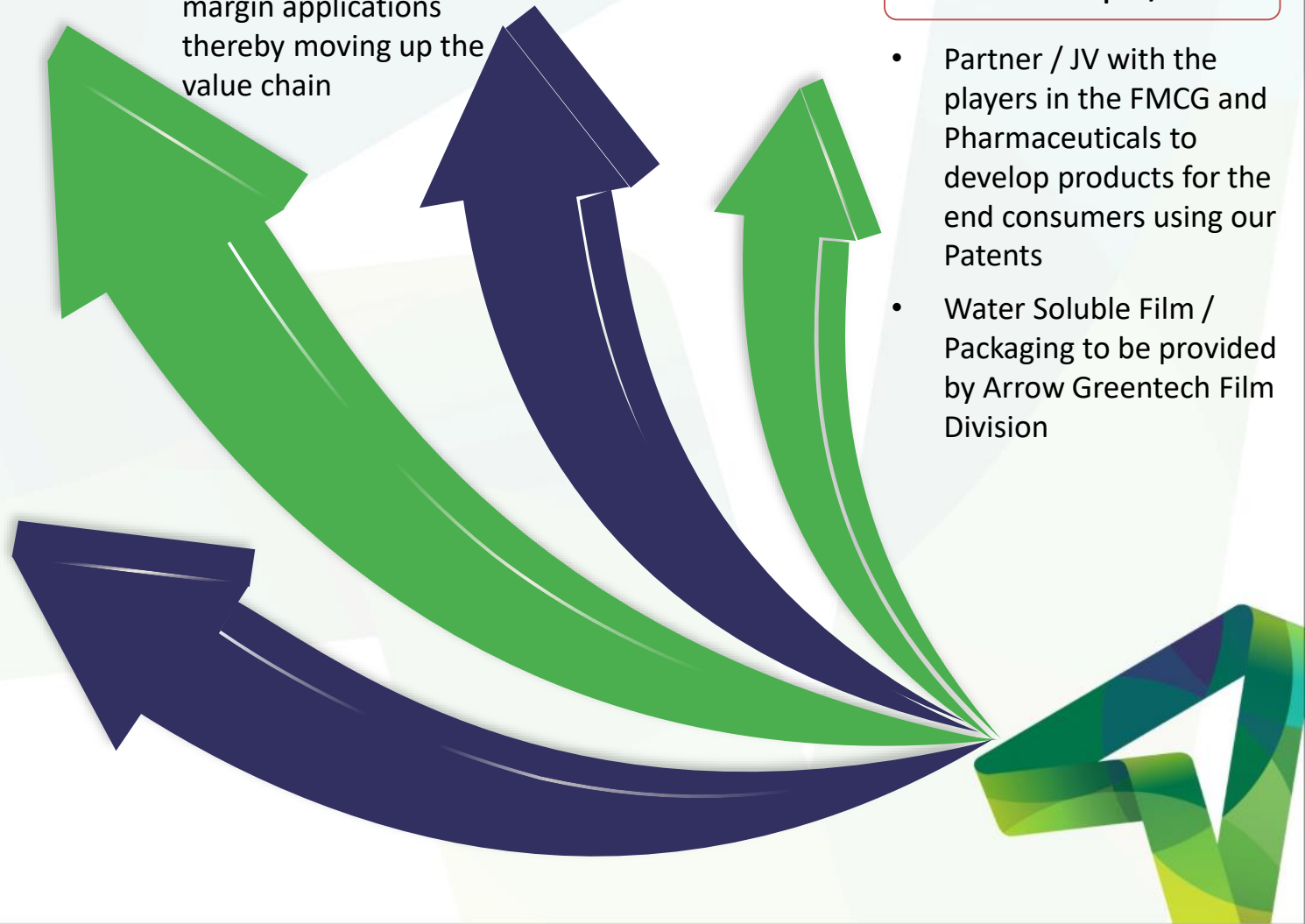
- Focussing on high margin applications thereby moving up the value chain

## Partnerships / JV's

- Partner / JV with the players in the FMCG and Pharmaceuticals to develop products for the end consumers using our Patents
- Water Soluble Film / Packaging to be provided by Arrow Greentech Film Division

## KLENZ

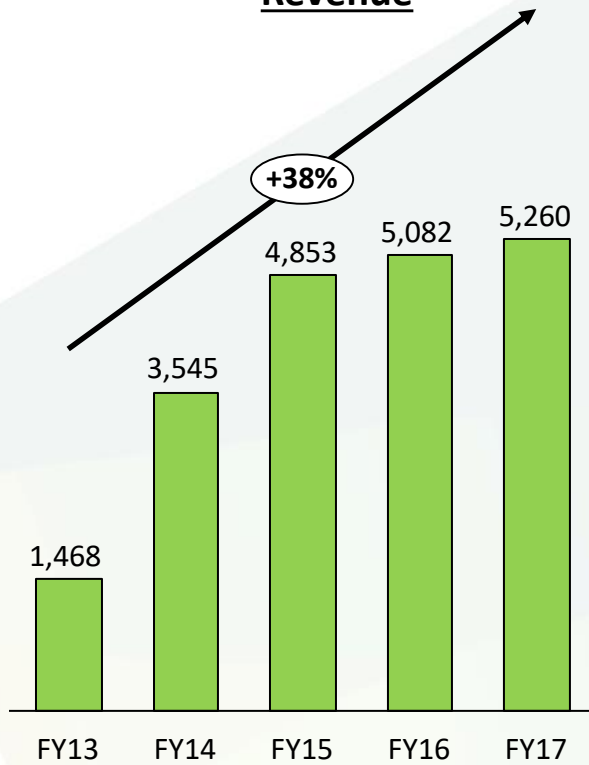
- Increase the product basket under KLENZ
- Once KLENZ reaches a sizeable turnover, we shall manufacture the chemicals ourselves



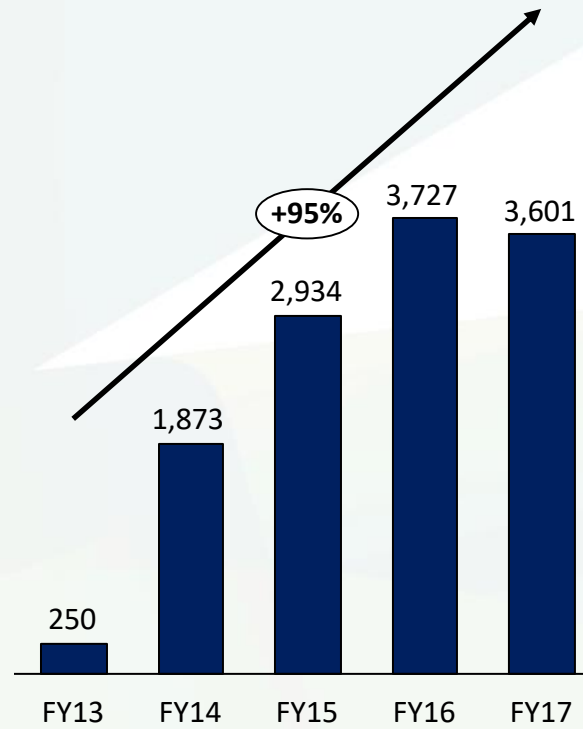


# Financials

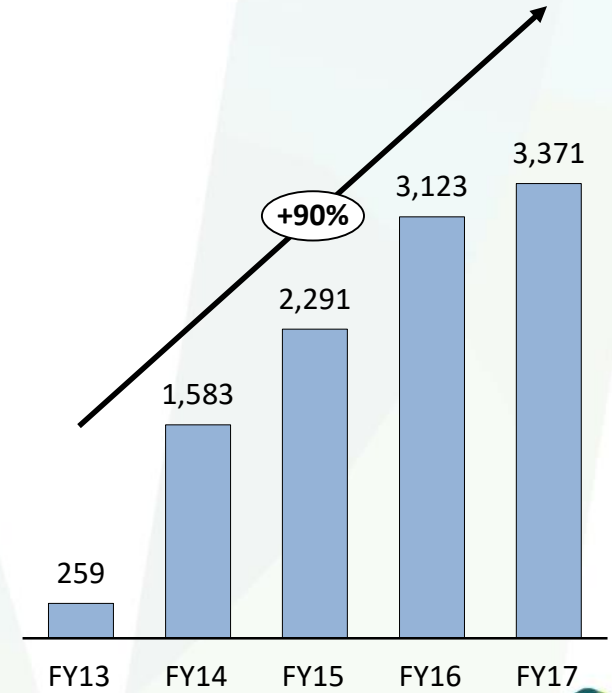
## Revenue



## EBITDA



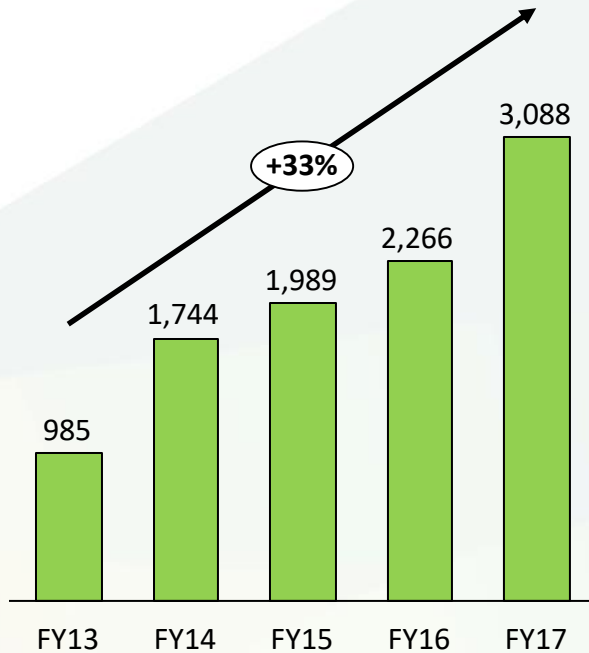
## PAT



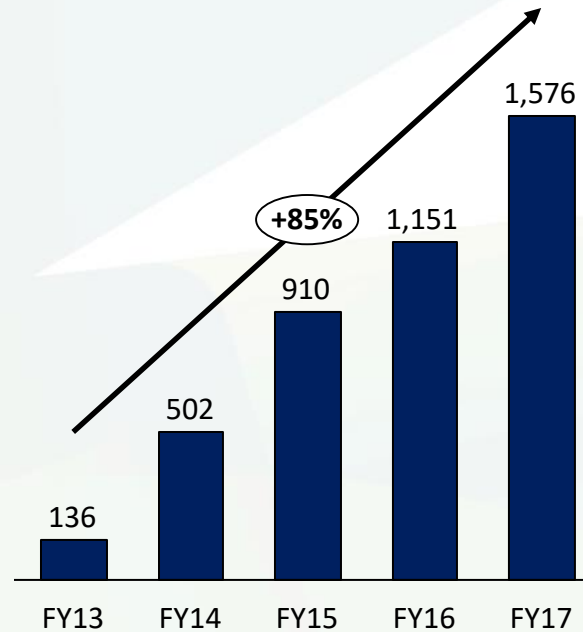
Rs. In Lakhs



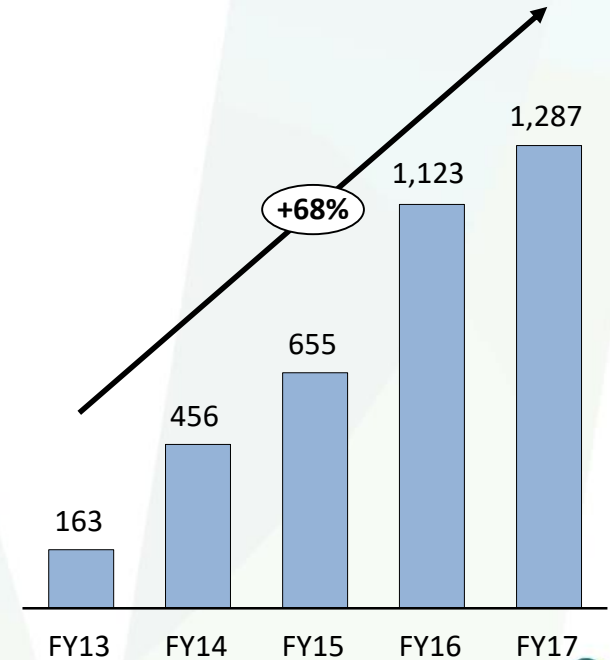
## Revenue



## EBITDA



## PAT



Rs. In Lakhs



# Consolidated Profit & Loss Statement

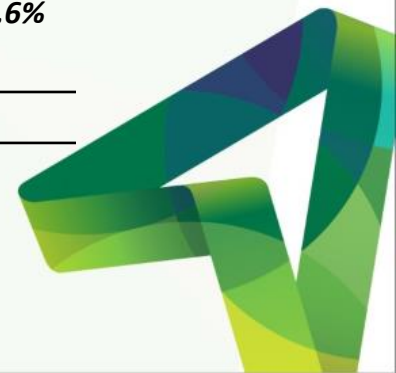
Particulars (Rs. in lakhs)	Q4FY17	Q4FY16	Y-o-Y	Q3FY17	Q-o-Q	FY17	FY16	Y-o-Y
<b>Total Revenue</b>	<b>1,422</b>	<b>1,383</b>	<b>2.8%</b>	<b>1,387</b>	<b>2.5%</b>	<b>5,260</b>	<b>5,082</b>	<b>3.5%</b>
Cost of Material Consumed	24	24		50		182	185	
Purchase of Stock In Trade	122	59		75		198	59	
Changes in Inventories	-36	-46		-63		-66	-22	
Employee Expenses	139	90		123		453	273	
Other Expenses	279	449		217		892	859	
<b>EBITDA</b>	<b>894</b>	<b>807</b>	<b>10.8%</b>	<b>985</b>	<b>-9.3%</b>	<b>3,601</b>	<b>3,727</b>	<b>-3.4%</b>
<b>EBITDA %</b>	<b>62.8%</b>	<b>58.4%</b>		<b>71.0%</b>		<b>68.5%</b>	<b>73.3%</b>	
Other Income	156	328		13		379	468	
Depreciation	22	28		63		161	106	
<b>EBIT</b>	<b>1,028</b>	<b>1,107</b>	<b>-7.1%</b>	<b>936</b>	<b>9.8%</b>	<b>3,818</b>	<b>4,089</b>	<b>-6.6%</b>
<b>EBIT (%)</b>	<b>72.3%</b>	<b>80.0%</b>		<b>67.5%</b>		<b>72.6%</b>	<b>80.5%</b>	
Finance Cost	-	-		-		-	-	
<b>Profit before Tax</b>	<b>1,028</b>	<b>1,107</b>	<b>-7.1%</b>	<b>936</b>	<b>9.8%</b>	<b>3,818</b>	<b>4,089</b>	<b>-6.6%</b>
Tax	53	246		188		447	966	
<b>Profit after Tax</b>	<b>975</b>	<b>861</b>	<b>13.2%</b>	<b>748</b>	<b>30.3%</b>	<b>3,371</b>	<b>3,123</b>	<b>7.9%</b>
<b>PAT %</b>	<b>68.6%</b>	<b>62.3%</b>		<b>53.9%</b>		<b>64.1%</b>	<b>61.5%</b>	
Minority Interest	18	26		11		53	67	
<b>PAT after Minority Interest</b>	<b>957</b>	<b>836</b>	<b>14.6%</b>	<b>737</b>	<b>30.0%</b>	<b>3,318</b>	<b>3,056</b>	<b>8.6%</b>
<b>PAT after Minority Interest (%)</b>	<b>67.3%</b>	<b>60.4%</b>		<b>53.1%</b>		<b>63.1%</b>	<b>60.1%</b>	
<b>EPS</b>	<b>8.16</b>	<b>7.12</b>		<b>6.28</b>		<b>28.26</b>	<b>26.03</b>	





Particulars (in lakhs)	Q4FY17	Q4FY16	Y-o-Y	Q3FY17	Q-o-Q	FY17	FY16	Y-o-Y
<b>Net Income from Operations</b>	<b>800</b>	<b>530</b>	<b>50.9%</b>	<b>717</b>	<b>11.6%</b>	<b>3,088</b>	<b>2,266</b>	<b>36.3%</b>
Cost of Material Consumed	24	24		50		182	185	
Purchase of Stock In Trade	122	58		75		198	58	
Changes in Inventories	-38	-47		-63		-67	-22	
Employee Expenses	137	86		121		444	265	
Other Expenses	276	252		202		755	628	
<b>EBITDA</b>	<b>278</b>	<b>157</b>	<b>77.6%</b>	<b>331</b>	<b>-15.9%</b>	<b>1,576</b>	<b>1,151</b>	<b>36.9%</b>
<b>EBITDA %</b>	<b>34.8%</b>	<b>29.6%</b>		<b>46.2%</b>		<b>51.0%</b>	<b>50.8%</b>	
Other Income	33	159		0		103	534	
Depreciation	13	25		53		125	98	
<b>EBIT</b>	<b>298</b>	<b>290</b>	<b>2.8%</b>	<b>278</b>	<b>7.5%</b>	<b>1,554</b>	<b>1,588</b>	<b>-2.2%</b>
<b>EBIT (%)</b>	<b>37.3%</b>	<b>54.8%</b>		<b>38.7%</b>		<b>50.3%</b>	<b>70.1%</b>	
Finance Cost	-	-		-		-	-	
<b>Profit before Tax</b>	<b>298</b>	<b>290</b>	<b>2.8%</b>	<b>278</b>	<b>7.5%</b>	<b>1,554</b>	<b>1,588</b>	<b>-2.2%</b>
Tax	82	110		102		267	465	
<b>Profit after Tax</b>	<b>217</b>	<b>180</b>	<b>20.2%</b>	<b>176</b>	<b>23.1%</b>	<b>1,287</b>	<b>1,123</b>	<b>14.6%</b>
<b>PAT %</b>	<b>27.1%</b>	<b>34.0%</b>		<b>24.6%</b>		<b>41.7%</b>	<b>49.6%</b>	
<b>EPS</b>	<b>1.85</b>	<b>1.54</b>		<b>1.50</b>		<b>10.96</b>	<b>9.57</b>	

Income from operations for Q4FY17 includes Rs.590 lacs (Previous Quarter Rs 557 lacs ) for assigning of patents marketing rights.



Equity & Liabilities (in lakhs)	Mar-17	Mar-16
Share Capital	1,174	1,174
Total Reserves	8,444	5,764
<b>Shareholder's Funds</b>	<b>9,618</b>	<b>6,938</b>
<b>Minority Interest</b>	<b>179</b>	<b>126</b>
Long Term Borrowings	4	5
Deferred Tax Liabilities (net)	64	24
Long Term Provisions	5	6
<b>Total Non-Current Liabilities</b>	<b>74</b>	<b>35</b>
Trade Payables	229	228
Other Current liabilities	298	302
Short Term Provisions	2	935
<b>Total Current Liabilities</b>	<b>530</b>	<b>1,465</b>
<b>Total Equity &amp; Liabilities</b>	<b>10,402</b>	<b>8,565</b>

Assets (in lakhs)	Mar-17	Mar-16
Tangible Assets	2,501	1,494
Intangible Assets	90	73
Capital work-in-progress	1	6
Intangible Assets under dev.	118	126
Goodwill on Consolidation	27	27
<b>Fixed Assets</b>	<b>2,737</b>	<b>1,726</b>
Non-Current Investments	1,656	1,525
Long Term Loans and Advances	271	248
Other Non Current Assets	32	19
<b>Total Non-Current Assets</b>	<b>4,696</b>	<b>3,518</b>
Inventories	197	99
Trade Receivables	960	559
Cash and Cash Equivalents	4,347	4,063
Short Term Loans and Advances	187	213
Other Current Assets	16	113
<b>Total Current Assets</b>	<b>5,706</b>	<b>5,047</b>
<b>Total Assets</b>	<b>10,402</b>	<b>8,565</b>



Liabilities (in lakhs)	Mar-17	Mar-16
Share Capital	1,174	1,174
Total Reserves	2,860	1,573
<b>Shareholder's Funds</b>	<b>4,034</b>	<b>2,747</b>
Deferred Tax Liabilities (net)	54	24
Long Term Provisions	5	6
<b>Total Non-Current Liabilities</b>	<b>59</b>	<b>31</b>
Trade Payables	204	111
Other Current liabilities	295	232
Short Term Provisions	2	214
<b>Total Current Liabilities</b>	<b>501</b>	<b>557</b>
<b>Total Equity &amp; Liabilities</b>	<b>4,595</b>	<b>3,335</b>

Assets (in lakhs)	Mar-17	Mar-16
Tangible Assets	1,553	442
Intangible Assets	87	70
Capital work-in-progress	1	6
Intangible Assets under dev.	118	126
<b>Fixed Assets</b>	<b>1,759</b>	<b>644</b>
Non-Current Investments	1,716	1,585
Long Term Loans and Advances	125	201
Other Non Current Assets	32	18
<b>Total Non-Current Assets</b>	<b>3,632</b>	<b>2,449</b>
Inventories	193	94
Trade Receivables	180	57
Cash and Cash Equivalents	394	544
Short Term Loans and Advances	182	79
Other Current Assets	13	113
<b>Total Current Assets</b>	<b>962</b>	<b>886</b>
<b>Total Assets</b>	<b>4,595</b>	<b>3,335</b>

## For further information, please contact

---

### Company :

Arrow Greentech Ltd  
CIN: L21010MH1992PLC069281  
Ms. Poonam Bansal  
[poonam@arrowgreentech.com](mailto:poonam@arrowgreentech.com)

[www.arrowgreentech.com](http://www.arrowgreentech.com)

---

### Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285  
Ms. Neha Shroff / Mr. Vishal Nair  
[neha.shroff@sgapl.net](mailto:neha.shroff@sgapl.net) / [vishal.nair@sgapl.net](mailto:vishal.nair@sgapl.net)  
+91 7738073466 / +91 9833441520

[www.sgapl.net](http://www.sgapl.net)