



**PAKKA**  
Packaging with a Soul

**Investor Call Q1 FY24-25**

**COMPANY VIDEO**

# KEY UPDATES INTERNATIONAL GROWTH



Hiring of project lead,  
community lead and sales  
support

Tie up with consultant to  
explore institutional  
catering

Hiring of Group CFO and  
CTO

Investor presentations  
underway for equity  
funding

US Business launch planning  
in progress. Roadmap  
presentation this quarter

Paper sales exploration  
initiated with US Team

# INDIA BUSINESS PERFORMANCE



# KEY HIGHLIGHTS - PRODUCTIVITY

## New Product Development Commercialised (~200 MT Production)

2 new designs of moulded products  
launched

## Ecological Footprint

Water Consumption Reduction by 3%

## Export

Export volume – further enhancement  
from Q4 FY 23-24 by 1% making it 29%

# FINANCIAL UPDATE

## Top Line

▲ **99.59 Cr. in Q1 FY25**  
vs 98.01 Cr. in Q4 FY24

## Bottom Line

▲ **15.88 Cr. in Q1 FY25**  
vs 15.64 Cr. in Q4 FY24

## **SELECTED BEST OF THE BEST TECHNOLOGIES**

### **Paper Machine #4**

Selected European pioneer supplier Allimand

### **Pulp Mill**

Shifting & selection of ECF Bleaching

### **Recovery**

Selection of OEM ENMASS

### **Power Boiler**

Pioneered in Power Boilers - ISGEC

**Project start up by end of 2025**

# COMPOSTABLES BUSINESS

## Market Outlook

Continuing pricing wars

Lower than expected secondary sales

Customers shifting back to reusables as hygiene factor has taken a back seat post COVID

## Sales Strategy

Increased focus on D2C: High potential through QComm

Explore new territories

New products - Beverage cups and delivery range

Aggressive launch in UAE followed by GCC markets



# COMPOSTABLES BUSINESS PERFORMANCE

REVENUE (₹ LAKHS)

**1451**

Q1 FY25

vs 1467 in Q4 FY24

PBT (₹ LAKHS)

**-41**

Q1 FY25

vs 110 in Q4 FY24

# INNOVATION UPDATES

## Flexible Packaging

- Beta trials in progress for confectionaries, nutrition bars, and beverages
- Structures - Piloting - Barrier optimisation in non-metallised flexi pack
- Coating technology evaluations in progress

## Cutlery

- Novel cost effective recipe & prototype ready
- Market evaluation & manufacturing readiness - Q2 FY25

## Delivery Containers

- Pilot trials - Leak proof & non-soggy
- Prototype validation - Successful

## Beverage Cups

- Beta Trials and Preparation for Launch
- Launch planned for Q2 FY25

# KEY RATIOS

Ratios	Industry Average**	FY 24-25*	FY 23-24	FY 22-23	FY 21-22
RoE	5.71%	15.66%	18.39%	24.11%	23.18%
RoCE	9.15%	18.41%	20.14%	31.59%	28.46%
Debt to Equity***	0.55	0.66	0.69	0.48	0.63

\* Estimated Annualised

\*\* Industry Average:

- (i) Source of Data – Screener
- (ii) In absence of competition information in compostable food packaging, we have taken companies engaged in food packaging

\*\*\* Debt includes working capital (seasonal impact, hence specifying)

# COMPUTATION OF INCREASE IN CAPITAL AND PROMOTER HOLDING AFTER ISSUE

Issue Date	Promoters Holding	% of the Capital	Public Holding	% of the Capital	Additional Shares to Public Shareholders	Increased in Public %	Decrease in Promoter %	Total Capital After Issue
05.08.2024	18720271	47.49%	20699529	52.51%	-	-	-	39419800
1st Allotment	18720271	41.77%	26099529	58.23%	5400000	5.72%	5.72%	44819800
2nd Allotment	18720271	38.66%	29699529	61.34%	3600000	3.11%	3.11%	48419800

Out of 90,00,000 equity shares to be issued to the public shareholders, 36,00,000 options will be issued at 25% upfront



# PLAN FOR Q1'24-25

US business and food service exports initiation

Orders for metallised solution and pilot trials for non metallised. Final lidding solution.

Analysis complete for complete business and roadmap build

Strong leadership development plan creation

Complete analysis and understand current status

# UPDATE AND Q2 PLAN

Initiate sales in Americas

Build flexibles sales pipeline and launch delivery solution

Analysis complete for complete business and roadmap build for Americas

Organisational structure and operating model strengthening

Finalise lead investor in Kawok. Complete ordering for Jagriti





**THANK YOU!**





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