



National Stock Exchange Of India Limited

Date of

11-Feb-2025

NSE Acknowledgement

Symbol:-	PAKKA
Name of the Company: -	PAKKA LIMITED
Submission Type:-	Announcements
Short Description:-	Investor Presentation
Date of Submission:-	11-Feb-2025 10:25:29 AM
NEAPS App. No:-	2025/Feb/44323/8937

Disclaimer : We hereby acknowledge receipt of your submission through NEAPS. Please note that the content and information provided is pending to be verified by NSEIL.

Date & Time of Download : 11/02/2025 10:28:45

BSE ACKNOWLEDGEMENT

Acknowledgement Number	8989170
Date and Time of Submission	2/11/2025 10:28:32 AM
Scripcode and Company Name	516030 - Pakka Ltd-
Subject / Compliance Regulation	Announcement under Regulation 30 (LODR)-Investor Presentation
Submitted By	Sachin Kumar Srivastava
Designation	Company Secretary & Compliance Officer

Disclaimer : - Contents of filings has not been verified at the time of submission.

7/Govt/SE/2024-25/0086

11th February, 2025

**National Stock Exchange of India
Limited Exchange Plaza, 5th Floor,
Plot No. C/1, G Block, Bandra-Kurla
Complex, Bandra (East),
Mumbai 400 051
Trading Symbol: PAKKA**

**BSE Limited
Department of Corporate Service
Phiroze Jeejeebhoy Towers
25th Floor, Dalal Street
Mumbai - 400 001
Scrip Code: 516030**

Sub: Investor Presentation for the 3rd quarter and 9 months ended 31st December, 2024 of the Financial Year 2024-25 under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation of our letter dated 5th February, 2025 regarding schedule of Investors Call (Group Meet) today i.e. on Tuesday, 11th February, 2025 at 9:30 am (IST) through Video Conference, we are enclosing herewith a presentation made in the Investor call for the financial performance of the Company during the 3rd quarter and nine months ended on 31st December, 2024.

Kindly take the above information on record. The presentation attached as mentioned above is also available on the website of the Company <https://www.pakka.com>.

Kindly bring it to the notice of all concerned.

Thanking you,

Yours faithfully,

for Pakka Limited

Sachin Kumar
Srivastava
Date: 2025.02.11
10:24:41 +05'30'

Sachin Kumar Srivastava
Company Secretary & Legal Head

Encl: As above



Investor Call Q3 FY24-25

COMPANY VIDEO

INDIA BUSINESS PERFORMANCE

BUSINESS FINANCIAL UPDATE

Top Line

111.43 Cr. in Q3 FY25

vs 115.97 Cr. in Q2 FY25

vs 101.62 Cr. In Q3 FY24

-4% down from QoQ

9% up from YoY

Bottom Line

17.45 Cr. in Q3 FY25

vs 21.66 Cr. in Q2 FY25

vs 16.66 Cr. In Q3 FY24

-19% down from QoQ

5% up from YoY

REVENUE – FOOD WRAP & CARRY

3rd Qtr.

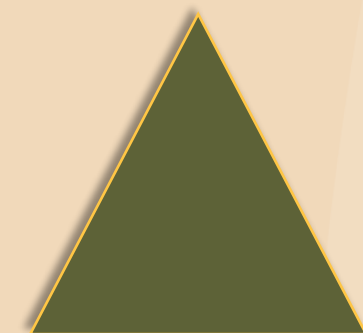
95 Cr.

9M

282 Cr.



-7% vs 102 Cr. Q2 FY25



~ At par vs 95 Cr. Q3 FY24



3% vs 275 Cr. FY24

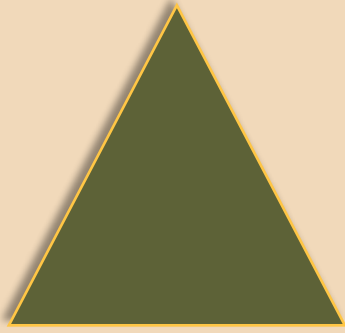
REVENUE – FOOD SERVICE DISPOSABLES

3rd Qtr.

17 Cr.

9M

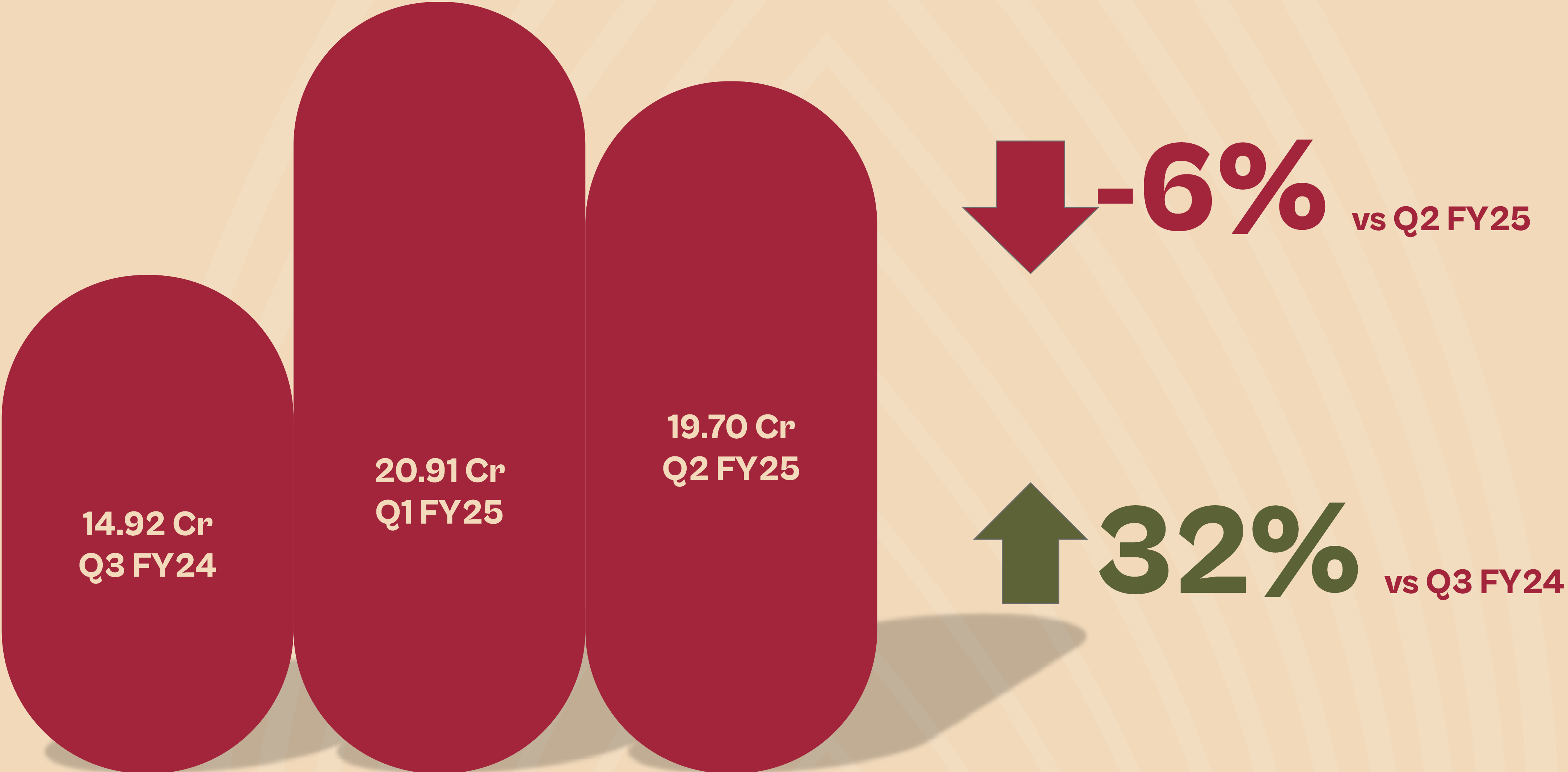
45 Cr.

 **21%** vs 14 Cr. Q2 FY25

 **7%** vs 42 Cr. FY24

 **9%** vs 15 Cr. Q3 FY24

PBT – QoQ FOOD WRAP & CARRY



PBT– QoQ FOOD SERVICE DISPOSABLES

-224 Lakhs.

Q3 FY25

vs **75** Lakhs Q2FY25

vs **174** Lakhs Q2FY24

PROJECT JAGRITI OVERVIEW

STATE OF THE ART FLEXIBLE PACKAGING LINE



Image for representation purpose only

FLEXIBLE PACKAGING LINE PROGRESS – 15%

OVERALL PROGRESS - 44% COMPLETE

GLIMPSES OF PROJECT JAGRITI



**ETP
Upgrade**



**Recovery Boiler
Upgrade**



**Pulp Mill
Upgrade**



**PM#4 Pooja
Ceremony**

INNOVATIONS UPDATE

NEW HEAD OF PRODUCTS AND INNOVATION



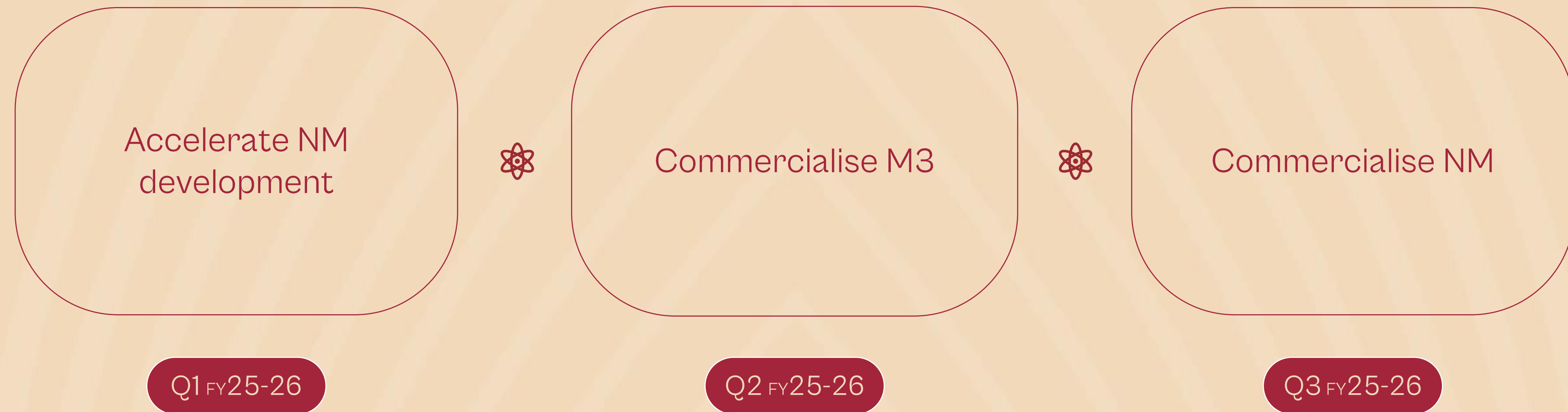
Dr. Sam Sohn, PhD
[LinkedIn](#)

Ph.D. Materials Science (Virginia Tech), MBA (Chicago Booth)
Battery, Display, Packaging, Solar Materials
6 Patents, 3 Publications
Original inventor of Amazon Kindle display formulations
Led over 150 researchers

LG Chem  SC Johnson  Amcor  ITW  DuPont

FLEXIBLE PACKAGING

FLEXIBLE PACKAGING: STRATEGY



FOOD SERVICE DISPOSABLES

FOOD SERVICE PRODUCTS BUILD

Containers with lids

4 oz
8 oz
12 oz
24 oz
36 oz
48 oz



- Slight delay with development
- Accelerated parallel path for alternate development

Clamshells with portion cups



9 x 9
9 x 6
6 x 6
1oz w/ lid
2 oz w/ lid

Full range to cover delivery and take away market

INTERNATIONAL GROWTH

KEY UPDATES INTERNATIONAL GROWTH



Dr Sam Sohn joining as
Products and Innovations
Lead.

Full load engineering plan
underway and supplier
meetings finalised for
March.

Strategy for US launch built
and building of products,
collaterals and supply chain
under way.

EPCM contract being
finalised for lower project
execution risk.

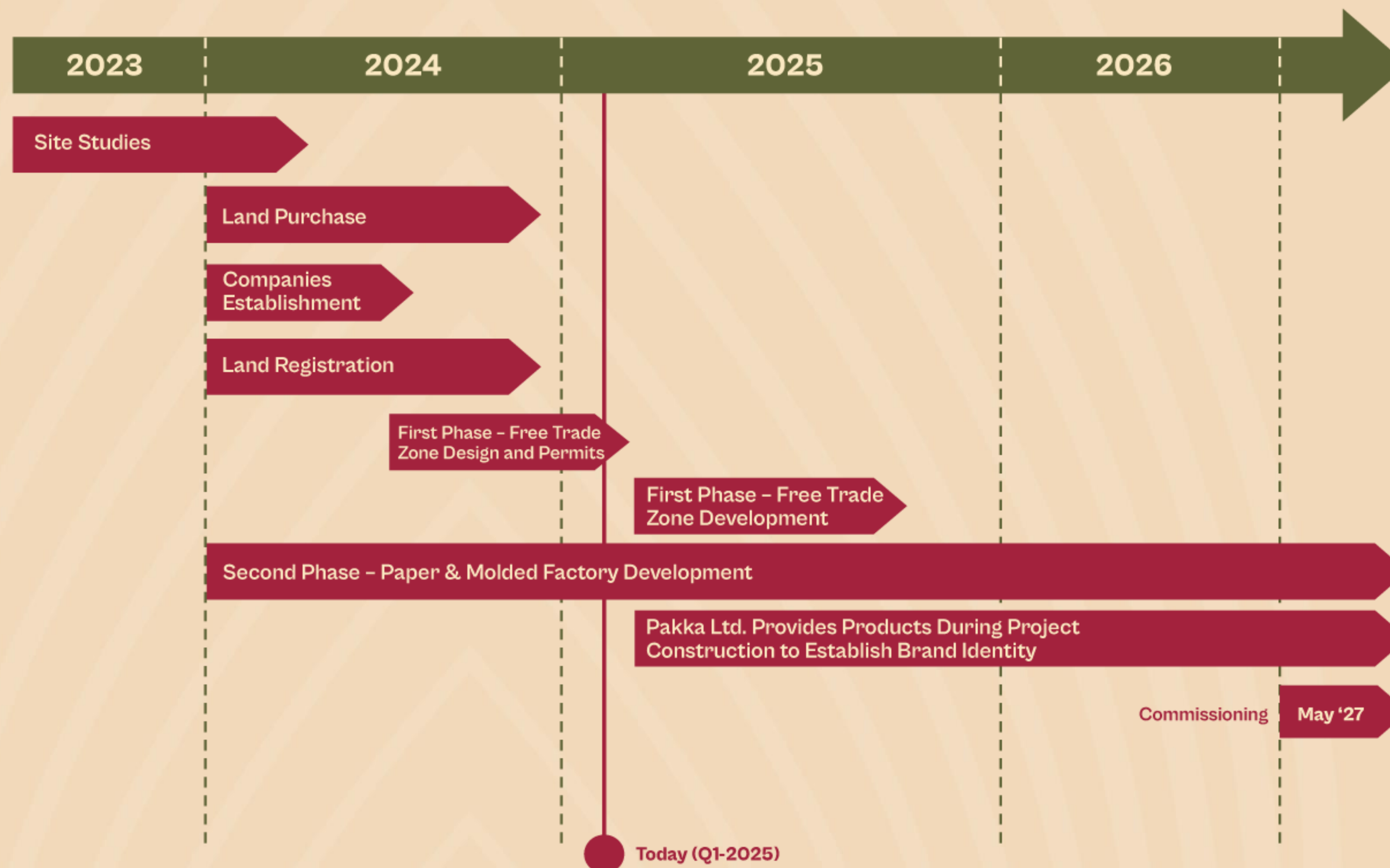
Flexi trials in US under way
and partner finalised for
launch

Product Innovations
Lab location finalised
and team building
under way.

PROJECT KAWOK PROGRESS AND TIMELINE

Latest Progress

- Raw Material Bagasse MOU
- Land Chosen and Studies Done
- Basic Engineering (Finalized)
- Detailed Engineering (Started in January '25)
- Free Trade Zone Design and Permits (In Process)
- Engaged Finance Advisor for:
 - Valuation & Financial Model
 - Sales Pitch for Equity raise
- Staffing Up
 - GT Team (Paper Machine and Pulpmill/Recovery Expert, FP&A)
- Land Purchase (Downpayment done, waiting funds for full payment)



PROJECT KAWOK RENDERS



KEY RATIOS

Ratios	Industry Average**	FY 24-25*	FY 23-24	FY 22-23	FY 21-22
RoE*	13.86%	12.38%	18.39%	24.11%	23.18%
RoCE*	13.96%	13.92%	20.14%	31.59%	28.46%
Debt to Equity***	0.45	0.36	0.69	0.48	0.63

- Estimated Annualised
- RoCE/RoE carries impact of the Preferential Equity

** Leading peers' average:

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

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

PLAN FOR Q3'24-25

Building of distribution system in US

Delivery solution and metallised flexi solution launch

Team build out and sales initialisation in Americas.

Organisation structure and incentivisation alignment

Jagriti ordering and Kawok risk mitigation strategy.

UPDATE AND Q4 PLAN

Broker network being built along with distribution mechanism for moulded fibre products in US

Challenges with product stabilisation and team. Effort to stabilise and launch within quarter.

Team building on. Delays in distribution and sales mechanism.

Structure and alignment being strengthened. Further progress during AOP.

Strong progress on Jagriti and Kawok. Investor roadshow planned for Q1 2025.



THANK YOU!



Disclaimer

This presentation has been prepared by Pakka Limited (the “Company”) and is general background information about the Company’s activities and financial result for quarter 3 of financial year 2023-24 at the date of this presentation. The information in this presentation is provided in summary form only and does not purport to be complete. This presentation does not contain all the information that is or may be material to investors or potential investors and should not be considered as advice or a recommendation to investors or potential investors in respect of the holding, purchasing or selling of securities or other financial instruments and does not take into account any investor’s particular objectives, financial situation or needs. By attending the presentation or by reading the presentation slides you agree to be bound as follows:

This presentation has been made to you solely for information purposes. This presentation may be amended and supplemented as the Company sees fit, may not be relied upon for the purpose of entering into any transaction and should not be construed as, nor be relied on in connection with, any offer or invitation to purchase or subscribe for, underwrite or otherwise acquire, hold or dispose of any securities of the Company, and shall not be regarded as a recommendation in relation to any such transaction whatsoever. The contents of this presentation should not be considered to be legal, tax, investment or other advice, and any investor or prospective investor considering the purchase or disposal of any securities of the Company should consult with its own counsel and advisers as to all legal, tax, regulatory, financial and related matters concerning an investment in or a disposal of such securities and as to their suitability for such investor or prospective investor.

This presentation and its contents are confidential and proprietary to the Company, and no part of it or its subject matter may be reproduced, redistributed, passed on, or the contents otherwise divulged, directly or indirectly, to any other person (excluding the relevant person’s professional advisers) or published in whole or in part for any purpose without the prior written consent of the Company. If this presentation has been received in error it must be returned immediately to the Company.

The communication of this presentation may be restricted by law; it is not intended for distribution to, or use by any person in, any jurisdiction where such distribution or use would be contrary to local law or regulation. This presentation is not directed to or intended for distribution, or transfer, either directly or indirectly to, or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, transfer, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. In particular, neither this presentation nor any copy hereof may be sent, or taken, transmitted or distributed, directly or indirectly. This presentation does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in India.

The securities referred to herein or offered in connection with this presentation have not been, and will not be, registered under the Securities Act. They may not be offered, sold, transferred, distributed or delivered, directly or indirectly within, into or in India except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. No public offering of the securities will take place in the India. Neither the Indian Securities and Exchange Commission nor any securities regulatory authority of any state or other jurisdiction of the India has approved or disapproved of an investment in the securities or passed on the accuracy or adequacy of the contents of this presentation. Any representation to the contrary is a criminal offence in India.

This presentation contains forward-looking statements. These statements may include the words “believe”, “expect”, “anticipate”, “intend”, “plan”, “estimate”, “project”, “will”, “may”, “targeting” and similar expressions as well as statements other than statements of historical facts including, without limitation, those regarding the financial position, business strategy, plans, targets and objectives of the management of the Company for future operations (including development plans and objectives). Such forward-looking statements involve known and unknown risks, uncertainties and other important factors which may affect the Company’s ability to implement and achieve the economic and monetary policies, budgetary plans, fiscal guidelines and other development benchmarks set out in such forward-looking statements and which may cause actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future policies and plans and the environment in which the Company will operate in the future. Furthermore, certain forward-looking statements are based on assumptions or future events which may not prove to be accurate, and no reliance whatsoever should be placed on any forward-looking statements in this presentation. The forward-looking statements in this presentation speak only as of the date of this presentation, and the Company expressly disclaims to the fullest extent permitted by law any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based. Nothing in the foregoing is intended to or shall exclude any liability for, or remedy in respect of, fraudulent misrepresentation.

The information in this presentation has not been independently verified. No representation or warranty, express or implied, is made as to the fairness, accuracy or completeness of the presentation and the information contained herein and no reliance should be placed on it. Information in this presentation (including market data and statistical information) has been obtained from various sources (including third party sources) and the Company does not guarantee the accuracy or completeness of such information. All projections, valuations and statistical analyses are provided for information purposes only. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and to the extent they are based on historical information, any they should not be relied upon as an accurate prediction of future performance.

Any financial data in this presentation are solely for your information, as background to the Company and may not be relied upon for the purpose of entering into any transaction whatsoever. The financial information set out in this presentation is based on certain important assumptions and adjustments and does not purport to represent what our results of operations are on an un-audited basis or actually will be in any future periods. Furthermore, no representation is made as to the reasonableness of the assumptions made in this presentation or the accuracy or completeness of any modelling, scenario analysis or back-testing. The information in this presentation is not intended to predict actual results and no assurances are given with respect thereto. None of the Company, its advisers, connected persons or any other person accepts any liability whatsoever for any loss howsoever arising, directly or indirectly, from this presentation or its contents. All information, opinions and estimates contained herein are given as of the date hereof and are subject to change without notice.