



National Stock Exchange Of India Limited

**Date of**

07-Feb-2024

**NSE Acknowledgement**

<b>Symbol:-</b>	PAKKA
<b>Name of the Company: -</b>	PAKKA LIMITED
<b>Submission Type:-</b>	Announcements
<b>Short Description:-</b>	Analysts/Institutional Investor Meet/Con. Call Updates
<b>Date of Submission:-</b>	07-Feb-2024 10:23:17 AM
<b>NEAPS App. No:-</b>	2024/Feb/5553/5609

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 : 07/02/2024 11:03:20

**BSE ACKNOWLEDGEMENT**

<b>Acknowledgement Number</b>	6810695
<b>Date and Time of Submission</b>	2/7/2024 10:32:49 AM
<b>Scripcode and Company Name</b>	516030 - Pakka Ltd-
<b>Subject / Compliance Regulation</b>	Announcement under Regulation 30 (LODR)-Investor Presentation
<b>Submitted By</b>	Sachin Kumar Srivastava
<b>Designation</b>	Company Secretary & Compliance Officer

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



7/Govt/SE/2023-24/0044  
7<sup>th</sup> February, 2024

**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> 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  
25<sup>th</sup> Floor, Dalal Street  
Mumbai - 400 001  
Scrip Code: 516030

**Sub: Investor Presentation 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 3<sup>rd</sup> February, 2024 and 5<sup>th</sup> February, 2024 regarding schedule of Investor Call today i.e. on Wednesday, 7<sup>th</sup> February, 2024 at 10:30 am (IST), we are enclosing herewith a presentation to be made during the Investor call for the financial performance of the Company during the 3<sup>rd</sup> quarter ended 31<sup>st</sup> December, 2023.

Kindly take the above information on record. The information in the above notice 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  
Sachin Kumar Srivastava  
Company Secretary & Legal Head

Digitally signed by  
Sachin Kumar  
Srivastava  
Date: 2024.02.07  
10:19:32 +05'30'

**Encl:** As above

Formerly known as Yash Pakka Limited

Pakka Limited, Yash Nagar, Ayodhya 224135 (U.P.), India  
+91-5278-258174 |  
connect@pakka.com www.pakka.com

Registered Office: 2<sup>nd</sup> Floor, 24/57, Birhana Road,  
Kanpur-208 001, Uttar Pradesh, India  
CIN: L24231UP1981PLC005294



**Investor Call Q3'24**

WE START WITH A DREAM

# A CLEANER PLANET

# FOOD PACKAGING MARKET

Global Food Packaging Market Size, 2022-2030 (USD Billion)

**\$362.9 Billion**

In 2022

**\$606.3 Billion**

by 2030

Global Food Packaging Market Share, By Application, 2022

**Bakery & Confectionery 37.3%**

Fruits & Vegetables | Dairy Products | Meat, Poultry & Seafood  
Sauces, Dressings & Condiments | Others

North America Food Packaging Market Size, 2022

**99.66 Billion**



# PAKKA PRODUCTS



## FOOD PACKAGING

Compostable paper based flexible materials



## FOOD WRAP & CARRY

Agri-fiber based



## FOOD SERVICE

Compostable moulded pulp based materials

# GROWTH PLAN FOR SCALE AND IMPACT

## Expand Ayodhya Site

180 TPD Bagasse pulp  
100 TPD flexible packaging  
120 TPD Paper for wrap & carry  
20 TPD market pulp/moulded  
products

**Turnover Potential- \$250m**



## North America Expansion (Guatemala)

250 TPD bagasse pulp  
250 TPD flexible packaging  
50 TPD moulded products  
**Turnover Potential: \$750m**

# INVESTOR VISIT TO AYODHYA PLANT

Factory tour for 24 investors

Leadership interaction

Smriti Diwas celebrations

To be held annually



# KEY UPDATES INTERNATIONAL GROWTH



Basic engineering  
kick-off complete

Tie-ups initiated for  
food service and flexi  
base materials

Land Environmental  
study initiated

Equity strategic  
partnership progress  
made

US Business leads  
shortlisted

Operational and  
project tie up initiated

# INDIA BUSINESS

Moulded Business turnaround  
PBT of 1.75 Cr. in Q3

NPD 1<sup>st</sup> in Domestic with Virgin fiber to  
commercial launch 22 GSM for wraps

Consistently 3<sup>rd</sup> year in row certified by CII  
Noteworthy Water Efficient Unit

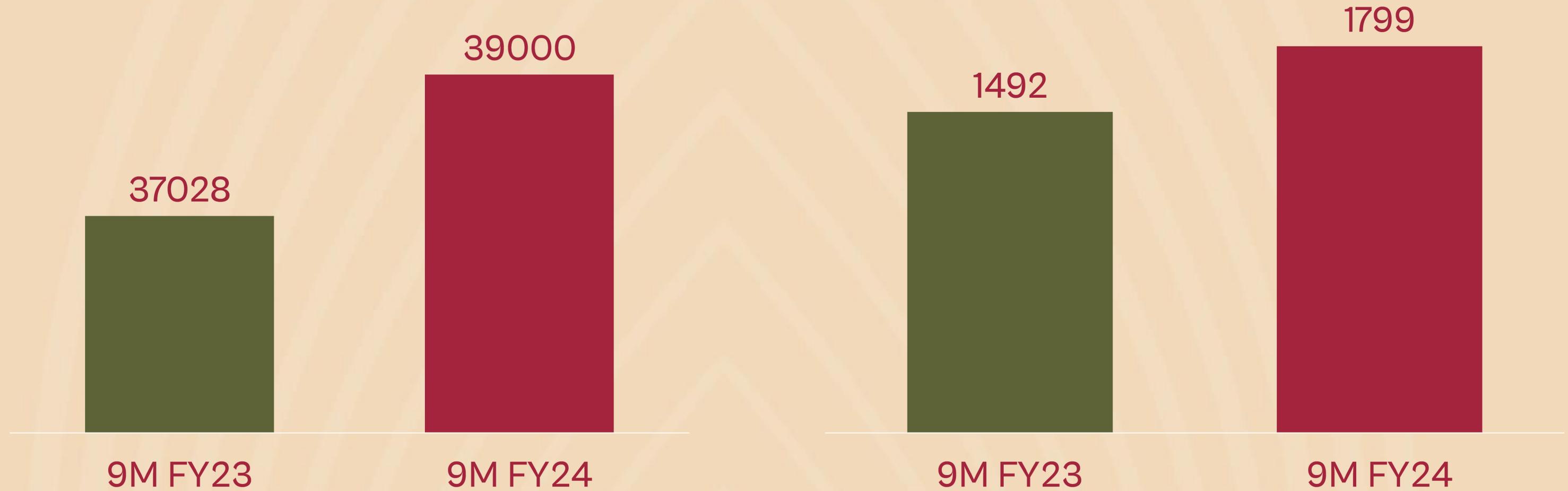
Export volume from 24% to 32%

Pulp sale to moulded plant increased by  
2% YoY basis

# PRODUCTION (IN MT)

5% Growth  
from YoY in  
Wrap & Carry

21% Growth  
from YoY in  
Moulded



Slight decline in Production by 4 % in YoY Q3 – Preventive plant maintenance.

# REVENUE

3% Growth  
from YoY

317

307

9M FY23

9M FY24

Q3FY24 – 101.62 Cr.  
v/s  
Q2FY24 – 107.26 Cr.

# PBT

1% Growth  
from YoY

56



9M FY23

57



9M FY24

**Q3FY24 - 16.66 Cr.**  
*v/s*  
**Q2FY24 - 18.35 Cr.**

# EBIDTA

2% Growth  
from YoY

7393

7257

Q3FY24 - 22.41 Cr.  
v/s  
Q2FY24 - 23.94 Cr.

9M FY23

9M FY24

# PROJECT JAGRITI HIGHLIGHTS

Paper Machine # 3 Upgrade 70 TPD → 80 TPD Food Wraps and Bag Paper

Order Finalized with state of art European machine manufacturer – More than 100 references across globe

Paper Machine # 4 → 100 TPD for Flexible Base

Techno commercial bidding participation by 4 technological partner

Power Plant → 15 MW

Order finalization

# COMPOSTABLES PERFORMANCE



# REVENUE

**Quarterly**  
(₹ CRORES)

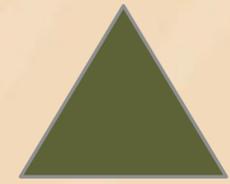


**Yearly**  
(₹ CRORES)



# PBT

**Quarterly**  
(₹ CRORES)



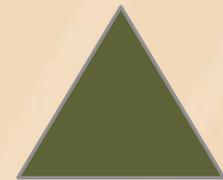
**2.50**

1.74 in Q3 vs -0.76 in Q2 FY24

**1.74**

Q3 CY24

**Yearly**  
(₹ CRORES)



**5.60**

0.70 in 9 months FY24 vs -4.90 in  
9 months FY23

**0.70**

9 months FY24

# PRODUCTION CAPACITY INCREASE

**270<sub>MT</sub>**

from Ayodhya plant

**100<sub>MT</sub>**

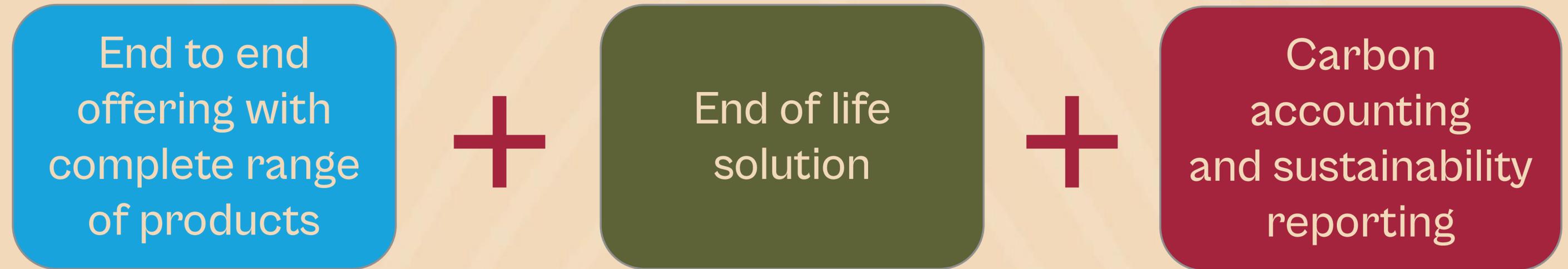
from new outsourcing facilities

**300<sub>MT</sub>**

additional capacity under  
discussion from overseas partners

Overall capacity to be up to 670MT per month

# INITIAL WORK ON REGENERATIVE PARTNERSHIPS STARTED



Initial discussions with a few large customers

# INNOVATION UPDATES

## Cutlery

- Consumer trials successful
- Launch planned for Q1 FY25



## Beverage Cups

- Bagasse based; prototype ready
- Launch planned for Q1 FY25



# INNOVATION UPDATES

## Compostable Flexible Packaging

Trials for new food products



Commercial success with chocolate product for **12-month shelf life**.

Prototype ready with high barrier non-metallised structure

**Patents filled:**

**Flexi** – structure

**Cutlery** – design & recipe

# IMPORTANT UPDATE

**Pledged shares released**



**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.