



National Stock Exchange Of India Limited

***Date of***

01-Jun-2024

***NSE Acknowledgement***

<b>Symbol:-</b>	PAKKA
<b>Name of the Company: -</b>	PAKKA LIMITED
<b>Submission Type:-</b>	Announcement
<b>Short Description:-</b>	Investor Presentation
<b>Date of Submission:-</b>	01-Jun-2024 09:27:11
<b>NEAPS App. No:-</b>	2024/Jun/10/10

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 : 01/06/2024 09:35:57**

**BSE ACKNOWLEDGEMENT**

<b>Acknowledgement Number</b>	7379670
<b>Date and Time of Submission</b>	6/1/2024 9:29:15 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/2024-25/0008  
1<sup>st</sup> June, 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 28<sup>th</sup> May, 2024 and 30<sup>th</sup> May, 2024 regarding schedule of Investor Call on today i.e. Saturday, 1<sup>st</sup> June, 2024 at 09:30 am (IST), we are enclosing herewith presentation that would be made in the Investor Call for the financial performance of the Company during 4<sup>th</sup> quarter and year ended 31<sup>st</sup> March, 2024.

Kindly take the above information on record. The Investor Presentation as attached with this Letter 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

Digitally signed by  
Sachin Kumar Srivastava  
Date: 2024.06.01  
09:25:42 +05'30'

Sachin Kumar Srivastava  
Company Secretary & Legal Head

**Encl:** As Above

Formerly known as Yash Pakka Limited

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

Registered Office: 312, Plaza Kalpana Society,  
24/147, B-49, Birhana Road, Kanpur-208 001,  
Uttar Pradesh, India  
CIN: L24231UP1981PLC005294



**Investor Call Q4 FY23-24**



WE START WITH A DREAM

# A CLEANER PLANET



# FOOD PACKAGING MARKET

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

**\$362.9 Billion** **\$606.3 Billion**  
In 2022 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**

Source: Grand View Research





# 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  
110 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  
325 TPD flexible packaging  
20 TPD moulded products

**Turnover Potential: \$750m**



# KEY UPDATES INTERNATIONAL GROWTH



Basic engineering  
enters final phase

Roadmap for product launch  
for food service, carry and  
flexibles initiated

Plant layout completed  
and land payment  
initiated

Pitch deck and teaser  
completion and investor  
list finalised

Ted DeHaan joins as US  
Business lead with  
strong flexible packaging  
experience

US branding and marketing  
plan partner finalised and  
initiated

# INDIA BUSINESS PERFORMANCE



# KEY HIGHLIGHTS - FINANCIAL

## Highest Ever Profit Before Tax

▲ **72.64 Cr. in FY24**  
vs 72.31 Cr. in FY23

## Moulded Product Turnaround

▲ **PBT 1.80 Cr. in FY24**  
vs -7.87 Cr. in FY23

# KEY HIGHLIGHTS - PRODUCTIVITY

Highest ever Wrap & Carry  
Paper Production

▲ 41,304 MT in FY24  
vs 39,769 MT in FY23

Highest ever Moulded  
Product Production

▲ 2,588 MT in FY24  
vs 2,017 MT in FY23

Highest ever Pulp  
Production

▲ 10,537 MT in FY24  
vs 10,134 MT in FY23

Highest ever Paper Export  
Sales (28% of Total Sales)

▲ 11,418 MT in FY24  
vs 10,775 MT in FY23

Commercialised 22 gsm  
production for Wrap  
segment

▲ ~357 MT in Q4 FY24  
vs 40 MT in Q3 FY24



# KEY HIGHLIGHTS – BUSINESS VERTICALS PERFORMANCE

Wrap & Carry Paper  
Segment

97% Efficiency

▲ 4% from FY23

Moulded Product  
Segment

55% Efficiency

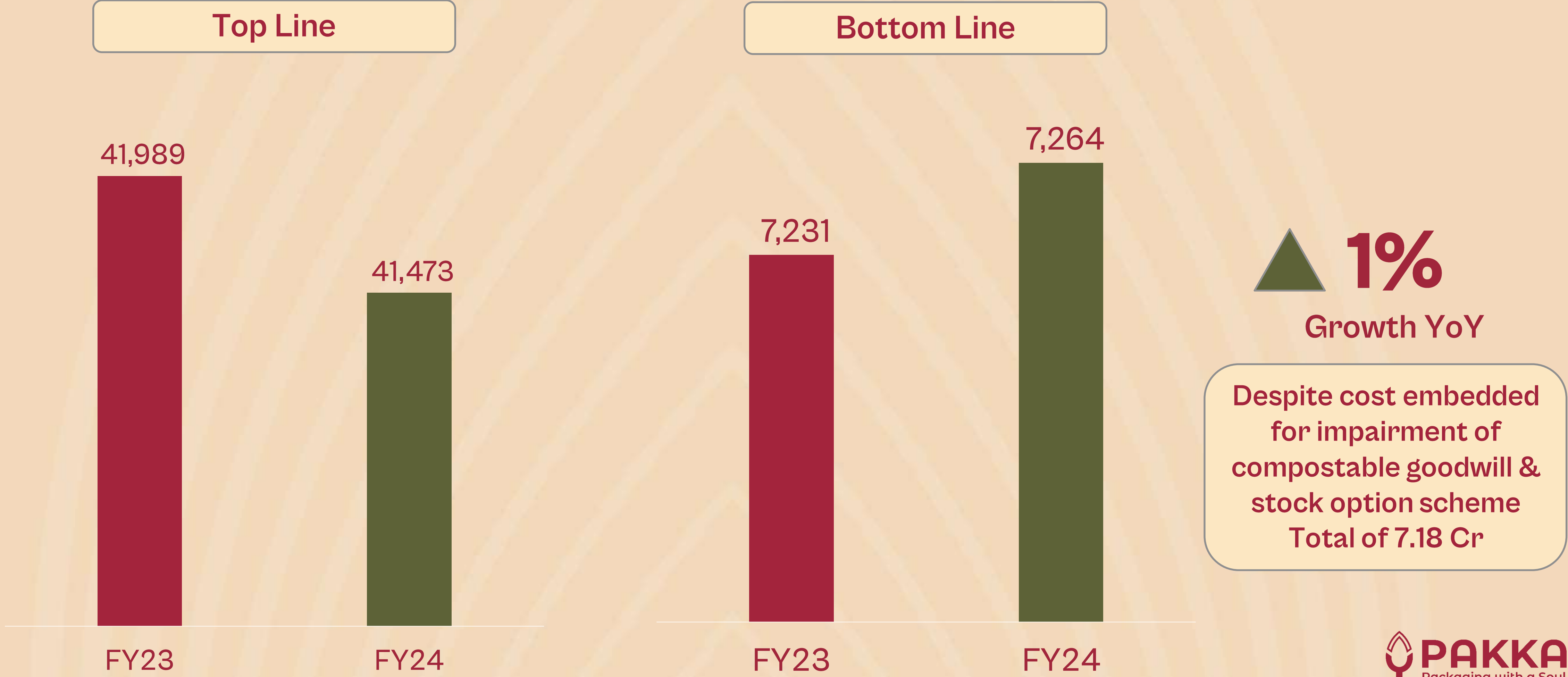
▲ 28.3% from FY23

Pulp Production  
Segment

99% Efficiency

▲ 4% from FY23

# CONSOLIDATED FINANCIALS FY23-24 (IN LAKHS)



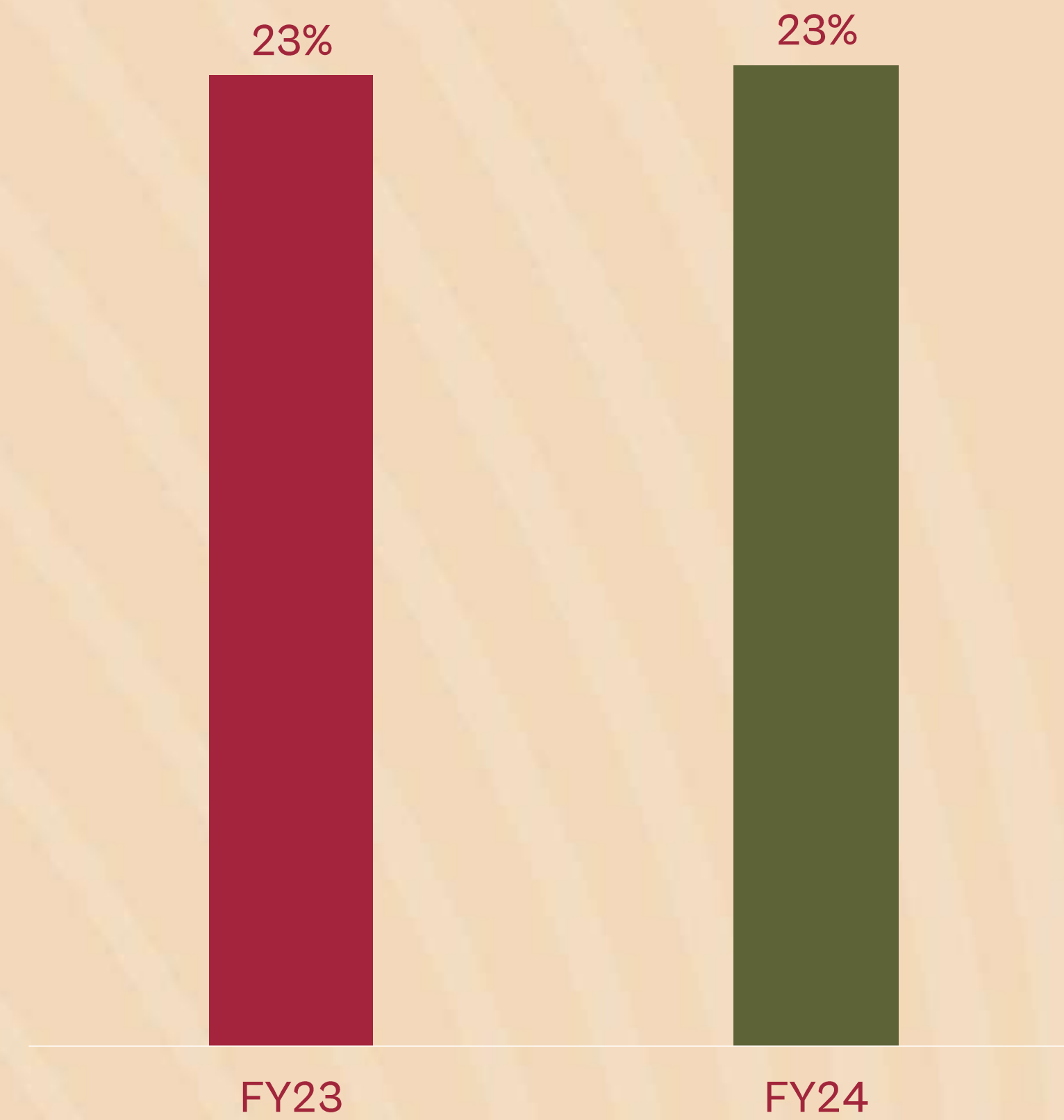


# PBT



 **1%**  
Growth YoY

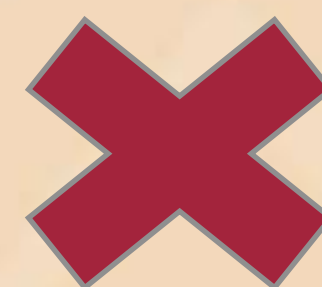
# EBIDTA



At par from  
YoY

# DERAILERS

## Low International Demand



## Domestic Market all time low

Increased Chinese business for Middle East post US conflicts

Middle East conflicts

Red Sea challenges

Ongoing Ukraine Russia conflict

Increased FG inventory impact of 4 cr.

Even with incremental increase of Imported Pulp pricing, still market viability is low

Steep increase in imports 19% to 47 % on volume

Impact of imports on value %age increase is only 12%

Slow movement on FMCG off take due to international conflicts

Domestic imbalance in demand & supply due to new capacities added in 3<sup>rd</sup> & 4<sup>th</sup> quarter



# MOVING FORWARD...

Go higher on Exports  
targeting 3-5 % additional  
growth on Wrap & Carry

Establish MEA market for  
Compostables

Flexible commercial launch  
Metalized & Non metalized  
structures

New Product addition in  
basket

Focused 50% volume from  
QSR's

Outsourcing for Grease  
resistance paper

New designs and product  
launch

# PROJECT JAGRITI UPDATES

Paper Machine #3 Upgrade 70TPD → 80 TPD Food Wraps and Bag Paper  
Scheduled delivery by year end

Paper Machine #4 → 100 TPD for Flexible Base  
Technological partner selected - Europe

Bagasse tie up done for extended quantity post expansion.

Process of environmental clearances in progress – completion by 2<sup>nd</sup> quarter



# COMPOSTABLES BUSINESS PERFORMANCE

REVENUE (₹ LAKHS)

**5463**

FY24

 **3%**

vs 5282 in FY23

PBT (₹ LAKHS)

**588**

FY24

 **1375**

vs -787 in FY23

# INNOVATION UPDATES

## Compostable Flexible Packaging

Structures (non-metalized) - Technology Development

Trials for new food products



State of art infrastructure: Product functionality and Sustainability

**Patents process ongoing :**

**Flexi** – structure – Multiple IDFs.

**Rigids** – design & recipe



# INNOVATION UPDATES

## Cutlery

| Cost optimisation ongoing

| Launch shifted to Q2 FY25



## Beverage Cups

| Manufacturing ready

| Launch planned for Q1 FY25



## Delivery Containers

| Enhanced leak proof version

| Development in progress

# KEY RATIOS

Ratios	FY 23-24	FY 22-23	FY 21-22
Inventory Turnover Ratio	1.36	1.53	1.42
Debtors turnover Ratio	12.56	17.38	15.34
Creditors turnover Ratio	19.85	20.50	14.32
RoE	18.39%	24.11%	23.18%
RoCE	20.14%	31.59%	28.46%
Current Ratio	2.11	1.35	1.19
Debt to Equity	0.69	0.48	0.63



# PLAN FOR FY24-25

Initiate significant growth through food services outsourcing, international forays and flexi solutions

Commercialise and stabilise flexibles and delivery solutions

Build Net Promoter Score >50%

Move from Top 50 Great Places to Work to Top 20

Initiate complete life cycle and carbon analysis and reduce by 10%

# 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





**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.