



7/Govt/SE/2023-24/0033
31st October, 2023

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 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 27th October, 2023 regarding schedule of Investors Meet on Tuesday, 31st October, 2023 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 2nd quarter ended 30th September, 2023.

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
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 www.pakka.com

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



Investor Call Q2'24

WE START WITH A DREAM

A CLEANER PLANET

AN UNPRECEDENTED OPPORTUNITY



Make significant gains while
contributing towards a positive
ecological impact

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

Source: Grand View Research



PAKKA PRODUCTS



FOOD PACKAGING

Compostable paper based flexible materials



FOOD CARRY

Compostable Mineral based film pellets



FOOD SERVICE

Compostable moulded pulp based materials

GROWTH PLAN FOR SCALE AND IMPACT

Expand Ayodhya Site

175 TPD Bagasse pulp
100 TPD flexible packaging
50 TPD Mineral bag pellets
120 TPD Bag Papers
20 TPD market pulp/moulded products

Turnover Potential- \$250m



North America Expansion (Guatemala)

400 TPD bagasse pulp
350 TPD flexible packaging
100 TPD mineral bag pellets
100 TPD moulded products

Turnover Potential: \$750m

KEY UPDATES INTERNATIONAL GROWTH



Land Finalised

Meetings held with
incoming government
of Guatemala

Off take agreements
initiated

Operations
collaboration initiated

US sales team
hiring initiated

BUSINESS PERFORMANCE



Quarterly Revenue

107.26 Cr

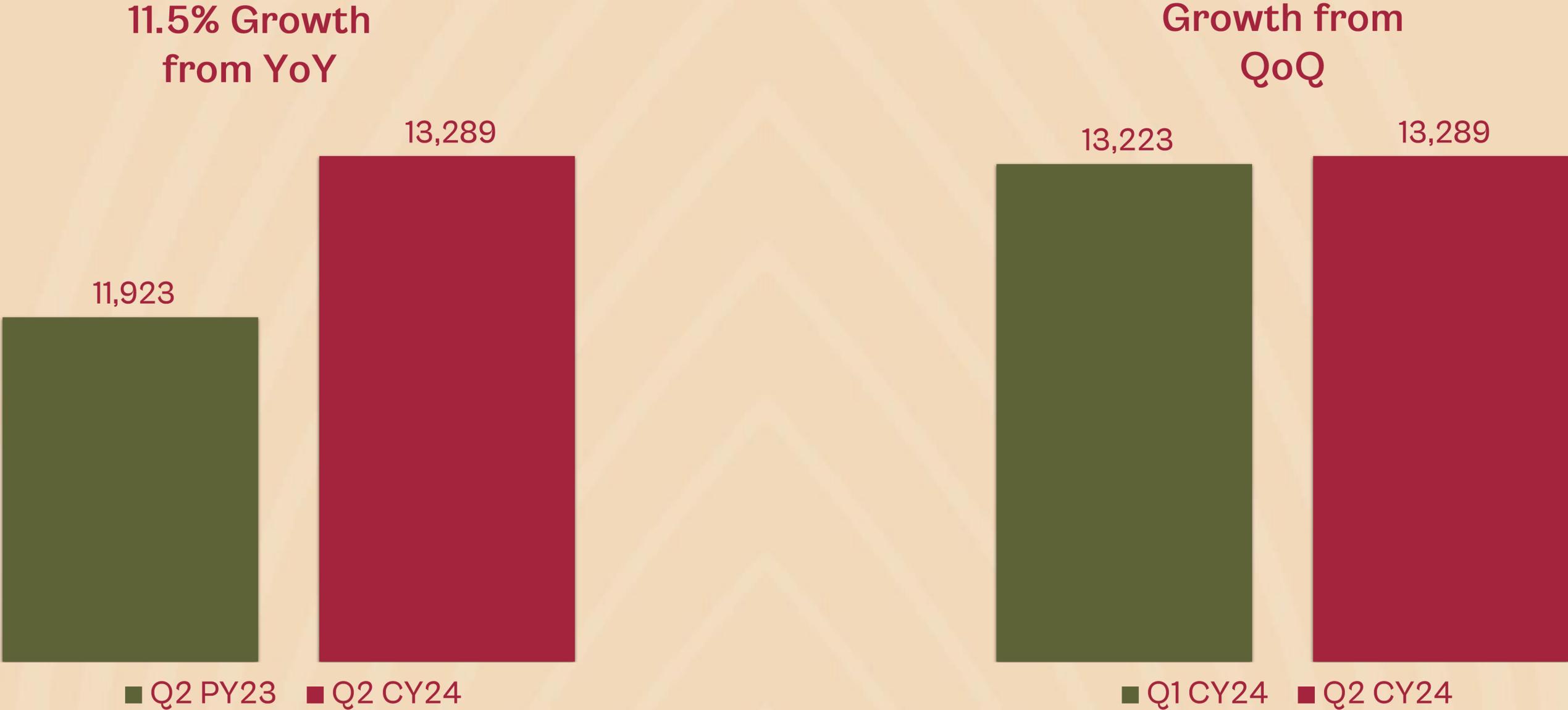
(~ at par QoQ; +6% YoY)

Quarterly Profit

18.35 Cr

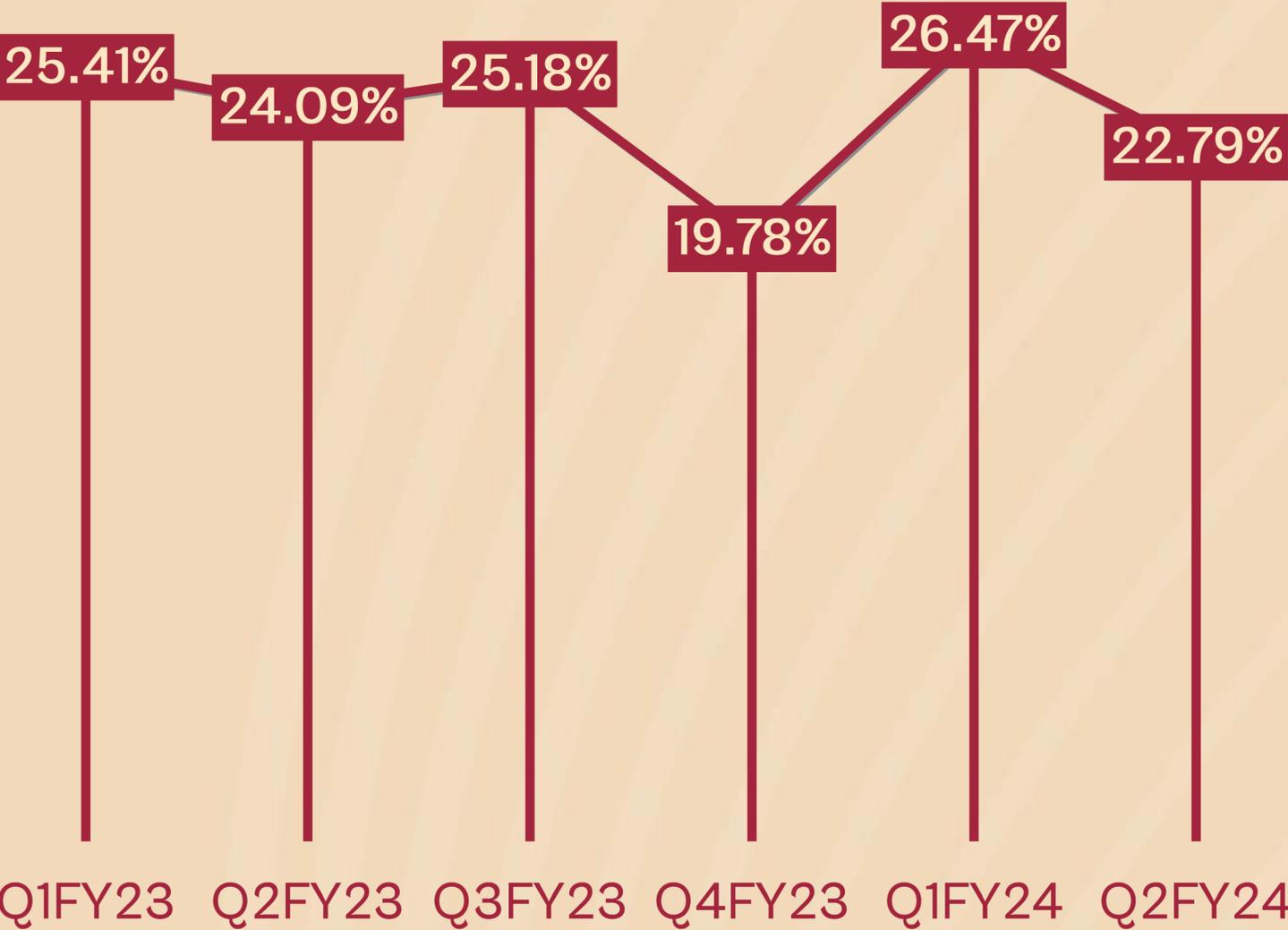
(-16.53% QoQ; +5.6 % YoY)

FOOD PACKAGING (CARRY & WRAP) PRODUCTION (IN MT)

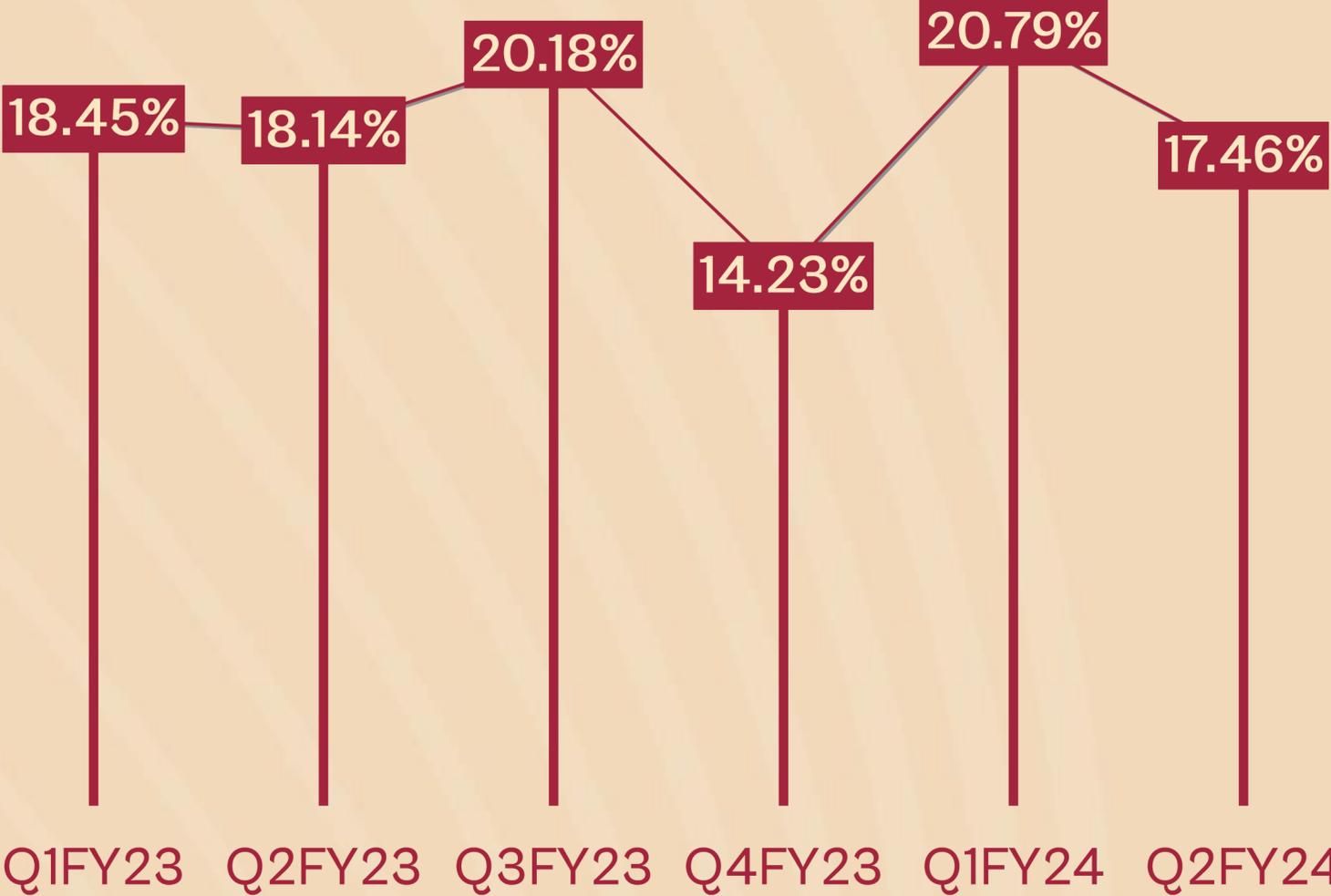


KEY RATIOS

EBIDTA



PBT



MITIGATING THE MARKET RISKS AND ACHIEVING TARGETS

Cost control on Fuel Cost – substituting higher % age of Raw material residue & firewood

Productivity Enhancement

New Product development through various channels and outsourcing model

Higher volumes of exports from Manufacturing line # 1

PROJECT JAGRITI HIGHLIGHTS

Q2 Execution

PM #3 Upgrade 70TPD → 80 TPD
Food Wraps and Bag Paper
Shoe Press - Order Released

Pulp Mill 130 TPD → 180 TPD 120 TPD
ECF Bleached

Continuous Digester System – Order
Released

Oxygen Delignification System – Order
Released

Bleaching System – Order Released

ETP/RO & Water System Upgrade F/water
<30 m3 COD <150

High Chemical Oxygen Demand Treatment
System

MBBR , Diffusion Aeration & Secondary
Clarifier

Proposed – 41 Cr.

Recovery Island

Evaporator retrofit from 68 TPH to 100 TPH

New Recovery Boiler 240 TDS

New PM #4 100
TPD Grease Proof
paper

Specialized Coating
for Flexible
Packaging Base

Power Plant 11
MW

Infrastructure
Upgrade

COMPOSTABLES PERFORMANCE

Quarterly Revenue

12.16 Cr

(-14% QoQ; -15% YoY)

Quarterly PBT

-0.76 Cr

(-171% QoQ; +2.7x YoY)

Production Plan vs Achievement

Ayodhya

80%

Outsourced

5%

Delay in startup of outsourced operations lead to missed revenue opportunity

PLAN FOR NEXT 6 MONTHS

Addition of 2 semi-automatic machines will increase Ayodhya plant output

Equivalent of Ayodhya's production output from various outsourced operations

INNOVATION UPDATES

Compostable Rigids

Delivery Containers:

Non-Soggy – customer beta trials in progress

Cutlery:

3 Home compostable heat resistant patented recipes ready; Design finalised; Commercial beta trials initiated



Compostable Flexible packaging

Launch with Brawny Bear for Chocolates

Towards Product Excellence:
Product Consistency, Cost efficiency,
and Manufacturability



CARRY ONS

Release of Pledged Shares



THANK YOU!

