



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

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 3rd February, 2024 and 5th February, 2024 regarding schedule of Investor Call today i.e. on Wednesday, 7th 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 3rd quarter ended 31st 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
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



PAKKA
Packaging with a Soul

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

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
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 1st in Domestic with Virgin fiber to
commercial launch 22 GSM for wraps

Consistently 3rd year in row certified by CII
Noteworthy Water Efficient Unit

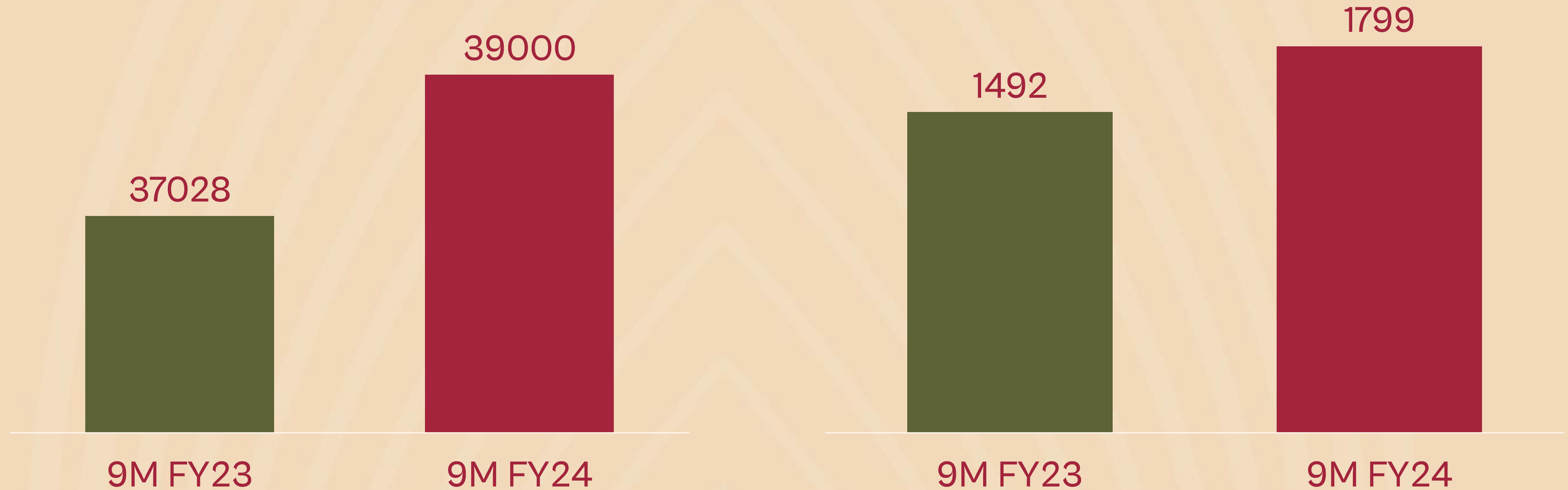
Export volume from 24% to 32%

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

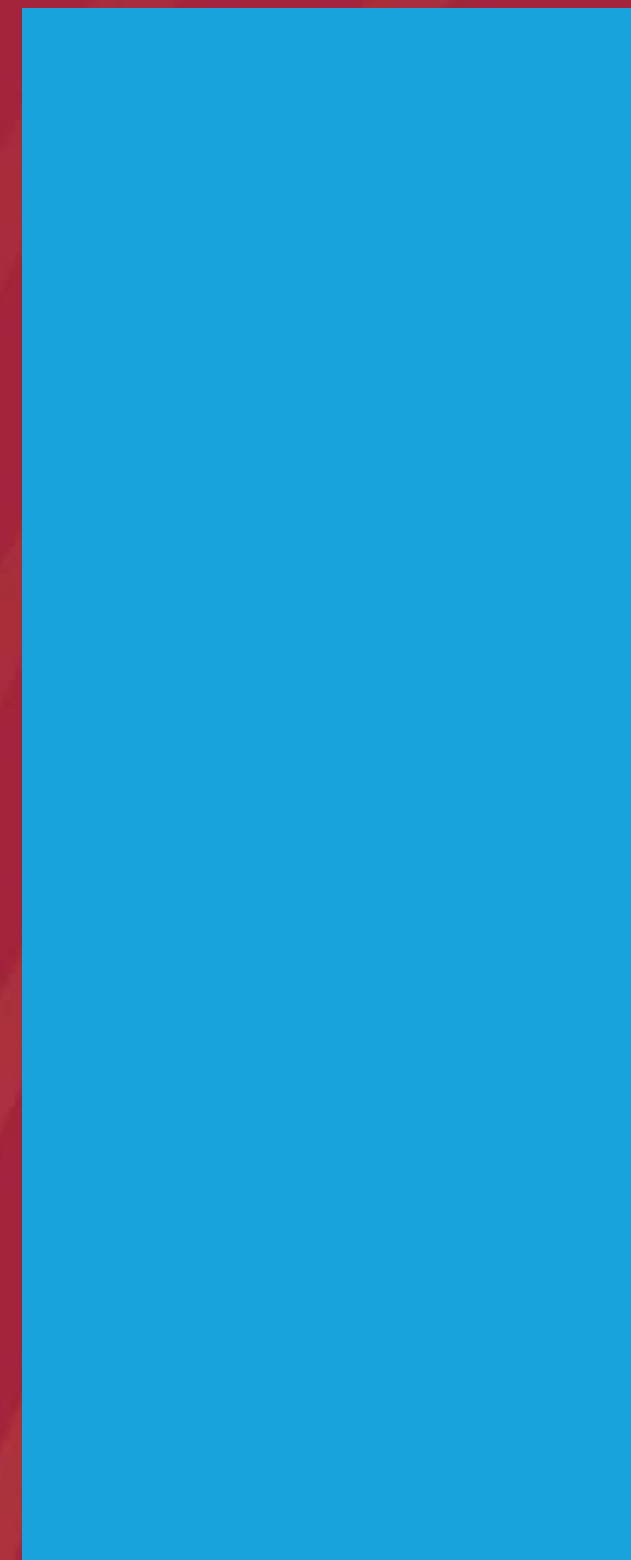
1% Growth
from YoY

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

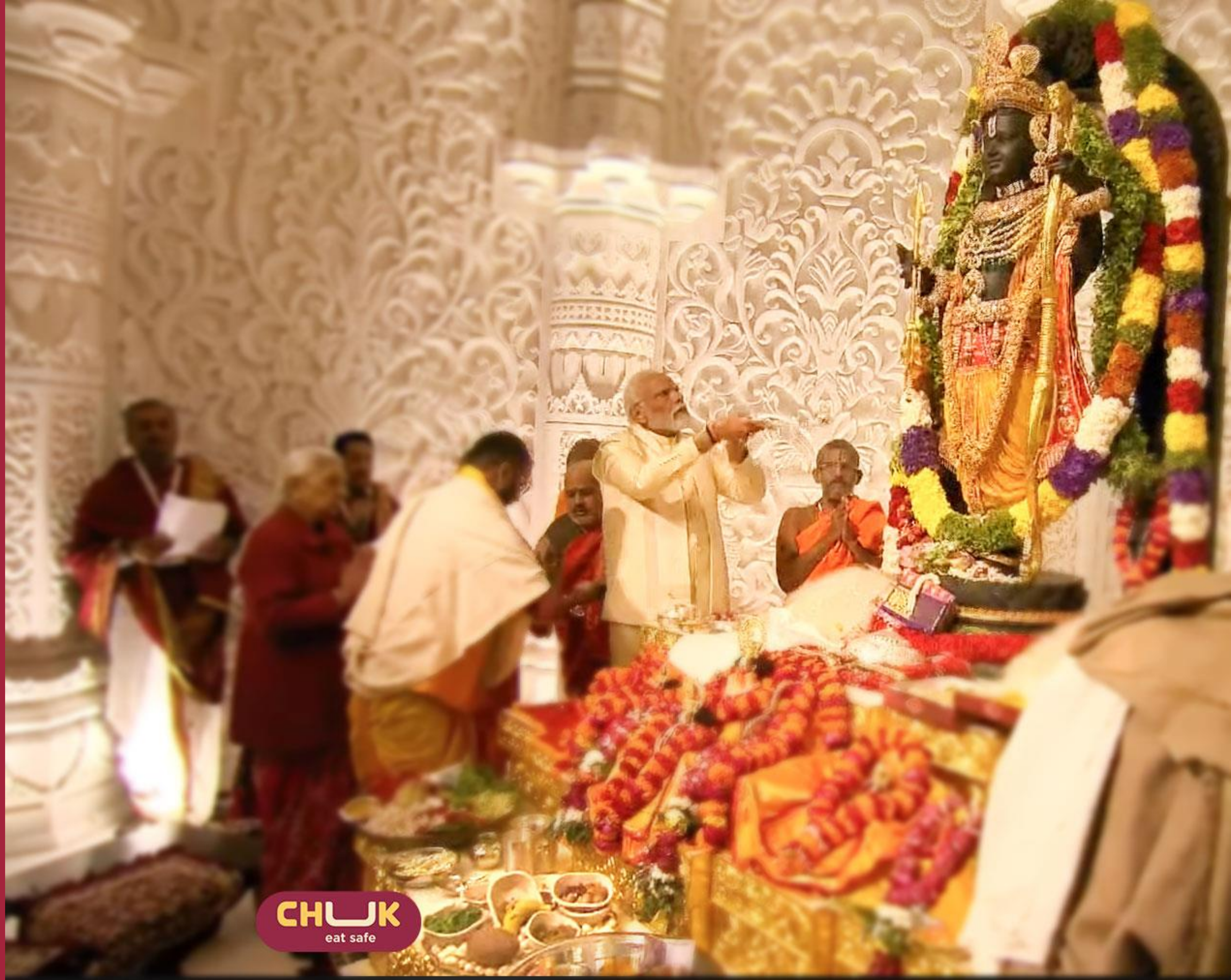
Paper Machine # 4 → 100 TPD for Flexible Base

Techno commercial bidding participation by 4 technological partner

Power Plant → 15 MW

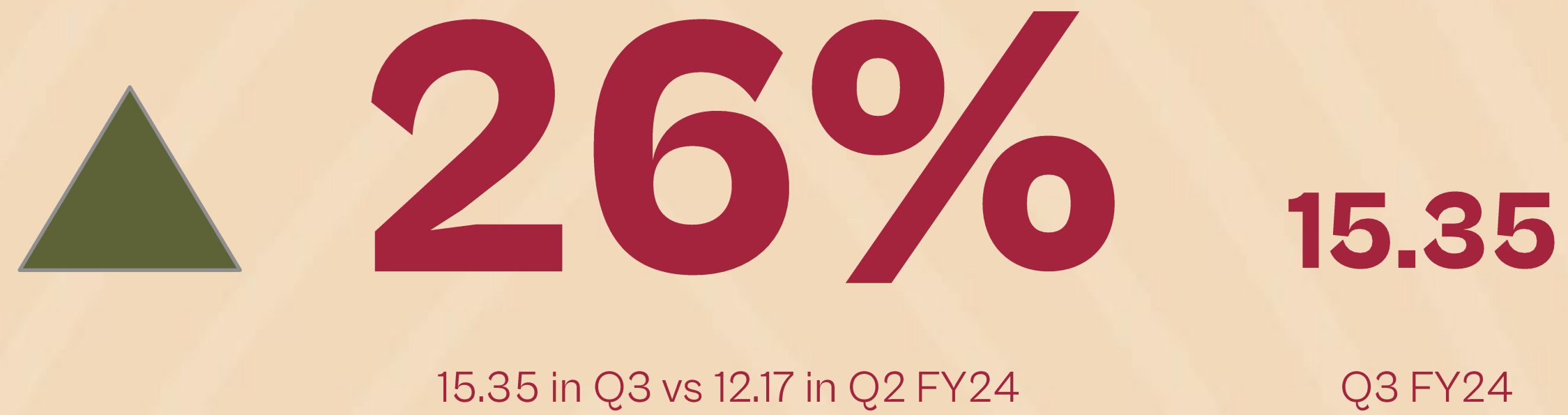
Order finalization

COMPOSTABLES PERFORMANCE



REVENUE

Quarterly
(₹ CRORES)

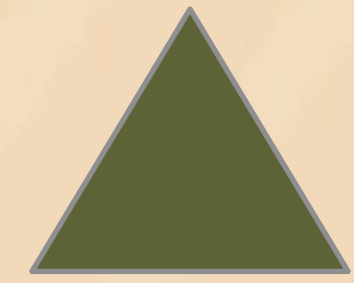


Yearly
(₹ CRORES)



PBT

Quarterly
(₹ CRORES)



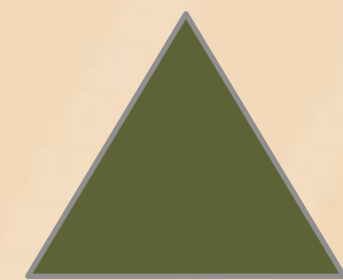
2.50

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_{MT}

from Ayodhya plant

100_{MT}

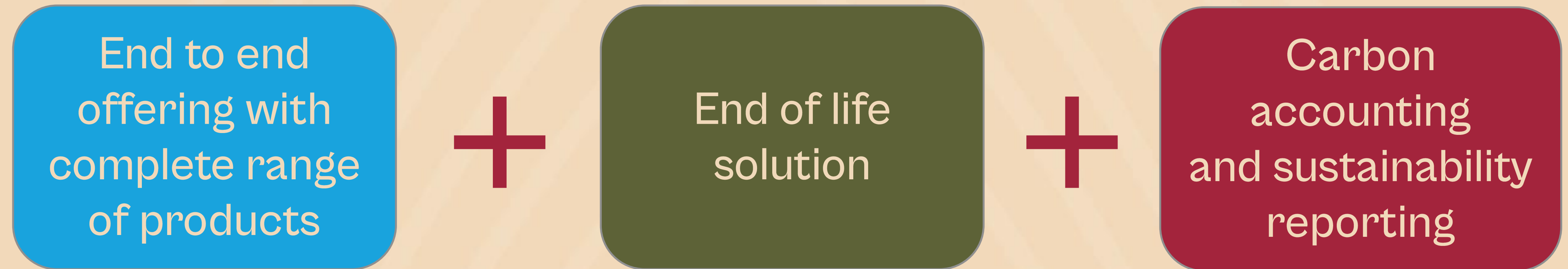
from new outsourcing facilities

300_{MT}

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!



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