

7/GovtSE-15
2nd May, 2023

BSE Limited
Department of Corporate Service
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001
Fax No. (022) 22722061, 41, 39, 37

Scrip Code: 516030
Trading Symbol: YASHPPR

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 20th April, 2023 regarding schedule of Investors Meet on Tuesday, 2nd May, 2023 at 09:00 am (IST), we are enclosing herewith a presentation made today in the Investor call for the financial performance of the Company during the 4th quarter and financial year ended 31st March, 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.yashpakka.com>.

Kindly bring it to the notice of all concerned.

Thanking you,

Yours faithfully,
for Yash Pakka Limited

Sachin Kumar Srivastava
Company Secretary and Legal Head

Encl: As above



PAKKA

Packaging with a Soul

INVESTOR PRESENTATION

Q3 FY 2022-23
FEBRUARY 2023

Provide
**REGENERATIVE
PACKAGING**
at scale



Building the most significant global
enterprise for
providing food packaging, carry and
service.

PAKKA PRODUCTS

Sharp and singular focus on food market through utilizing strength in sugarcane pulping and utilization of innovations to build superior quality offerings enabling a shift towards sustainability at scale.



FOOD PACKAGING

Compostable paper based flexible materials



FOOD CARRY

Compostable Mineral based film pellets



FOOD SERVICES

Compostable moulded pulp based materials

Key Updates

International Growth

Guatemala Raw Material
tie-up

Funding advisor
finalisation update

Land and business
establishment
finalisation update

Product off take tie up
update

Global research tie-up
exploration update

Yash Pakka becomes
Pakka globally

Business Performance FY 22- 23

Highest Annual
Revenue 419.9 Cr

Highest FY Profit
72.3 Cr
PBT 17 %

Ever Highest Export 27 %

Moulded Production up by 24 %

3 Award on People, Planet and Performance

- Top 50 Companies – Best place to work
- CII water Efficient Industry
- UP Govt as Best Energy efficient Plant

Business Performance – Q4 Vs Q3

Quarter Revenue
113 Cr Vs 117 Cr
Lower by 3.5 %

Q4 Profit
15.8 Cr Vs 23 Cr
30% Lower

Shift in Packaging Lower NSR
by approx 5 % Impact 4 cr

Raw Material 7 % Up
5 Cr

Fuel cost Up
5 %

TSOP Provisioning -1.5 Cr

Project Jagriti Highlights

**PM #3 Upgrade
70TPD → 80 TPD
Food Wraps and
Carry**

**New PM #4 100
TPD
Flexible Base**

**Specialised Coating
for Flexible
Packaging Base**

**Pulp Mill
135 TPD → 170
TPD
120 TPD ECF
Bleached**

**Chemical Recovery
Retrofit
140 – 200 TDS**

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

**Power Plant
10 MW**

Key Updates Indian Business – Enhancing Investor's Value

Project Jagriti
finalisation for Ayodhya
expansion

Outsourcing – Moulded
Product – Doubling Capacity
Model – Green Field project
Contract manufacturing

Flexi pack and mineral
pellet patent finalisation

Enhancing existing
moulded efficiency

Compostables

Performance – FY22-23

Revenue

179%

vs. FY 21-22

52.3 cr

vs. 32.3 cr FY 21-22

Growth in QSRs

Territory Expansion

PBT

-204%

vs. FY 21-22

-7.9 cr

vs. -3.6 cr FY 21-22

Higher scale-up costs

Higher start-up costs of outsourced manufacturing

Compostables

Guidance – FY22-23

Revenue

120 cr

vs. 52.3 cr FY 22-23

230%

vs. FY 22-23

PBT

10 cr

vs. -7.9 cr FY 22-23

Improving Machine Efficiency

175 MT/mo to 230 MT/mo

Outsourcing model

Existing capacity acquisition and green field project

Zomato Hyperpure and GEM roll-out

Sustainability Partnerships

Overseas expansion

Middle East

Innovations Update

FlexiPack

- ✓ Certified as Compostable – CIPET
- ✓ IP filed

Targeted product	Q1 (23-24)	Q2 (23-24)	Q3 (23-24)	Q4 (23-24)
Chocolates / confectionary	Business case evaluation	Beta trials: Performance & Shelf life		Product Launch

Innovations Update

Mineral Pellets

- ✓ Upcycled Compostable Product
- ✓ Qualified Food Migration Studies Compliance – TUV
- ✓ IP filed

Targeted product	Q1 (23-24)	Q2 (23-24)	Q3 (23-24)	Q4 (23-24)
Cutlery	Commercial viability	Beta trials: Performance & Shelf life	Product: Test Launch	Commercial Production

Expenses as % of Operating Income

Particulars%	Quarter Ended			Year ended	
	31.03.2023	31.12.2022	31.03.2022	31.03.2023	31.03.2022
Cost of Goods Sold	43.58 **	37.30	44.14	39.68	39.95
Finance Cost	2.65***	1.98	2.87	2.73	3.22
Power & Fuel	15.67	18.20	10.20	16.57*	11.56

*Power & Fuel (YoY) rose as a %, due to almost a 100% increase in the price of Paddy Husk (From INR 3464/MT in Dec 2021 to INR 6655/MT in Dec 2022)

**COGS (QoQ): Higher bagasse purchase cost : New season from December, new contract

***Finance Cost (QoQ): Renewal Charges + Higher working capital utilisation (driven by seasonality of RM availability)

We look forward to...



Revenue
By 15% YoY



EBITDA
By 20% YoY

Driven by Moulded Products

- ❖ New geographies
- ❖ Better NSR
- ❖ New Strategic Tie Ups for manufacturing capacity enhancement

Last Call Carry Ons

- ❖ **Release of Pledged Shares:** We are struggling to speed up the banking working procedures. We have now appointed a Security Trustee for a better comfort to the Bankers, rather than having the documents with one Banker only. We should be able to release the same this Financial Year.



THANK YOU

PACKAGING WITH A SOUL

means we celebrate our oneness