



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  
Company Secretary & Legal Head

**Encl:** As Above

Formerly known as Yash Pakka Limited

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**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**

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  
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)

Top Line

Bottom Line

41,989



FY23

41,473



FY24

7,231



FY23

7,264



FY24

▲ 1%

Growth YoY

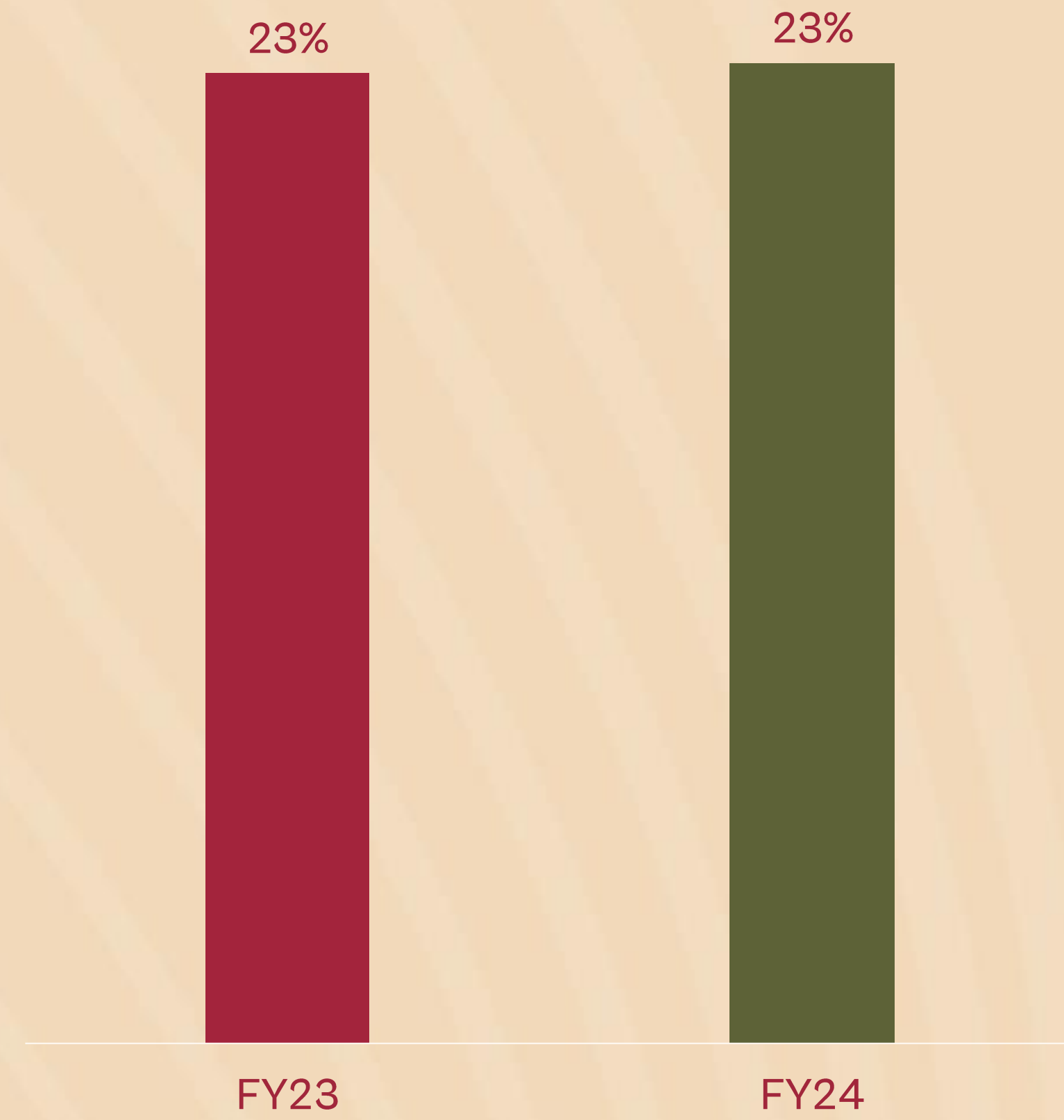
Despite cost embedded  
for impairment of  
compostable goodwill &  
stock option scheme  
Total of 7.18 Cr

# PBT



 **1%**  
Growth YoY

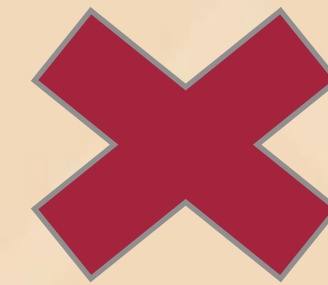
# EBIDTA



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!**



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