

7/Govt/SE/2024-25/0070

12th November, 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 for the 2nd quarter and half year ended of the Financial Year 2024-25 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 10th November, 2024 regarding schedule of Investors Call (Group Meet) tomorrow i.e. on Wednesday, 13th November, 2024 at 10:30 am (IST) through Video Conference, we are enclosing herewith a presentation to be made in the Investor call for the financial performance of the Company during the 2nd quarter and half year ended on 30th September, 2024.

Kindly take the above information on record. The presentation attached as above 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



Investor Call Q2 FY24-25

COMPANY VIDEO

INDIA BUSINESS PERFORMANCE

GREAT PLACE TO WORK



This is to certify that Pakka Limited has successfully completed the assessment conducted by Great Place To Work®, India, and is certified as a great workplace.
Category: Mid-Size Organizations

This certificate is valid from October 2024 to October 2025.

Balbir Singh
Chief Executive Officer
Great Place To Work®, India

Note: The certificate is valid subject to the terms and conditions agreed to by the Organization.

OUR VALUE - DIVERSITY



KEY HIGHLIGHTS - PRODUCTIVITY

Productivity

- 9% growth from QoQ (13,606 MT over 12,521 MT)
- New Product Launched – Beverage Cup, 4 Inch Dona, 3CP Snack Tray

Ecological Footprint

- Highest ever Recovery Efficiency above 95%

Financial

- Export Volume increased to 35% from 28% over Q1

NEW PRODUCT LAUNCHES



Beverage cup



4-inch Dona



3CP Snack Tray

BUSINESS FINANCIAL UPDATE

Top Line

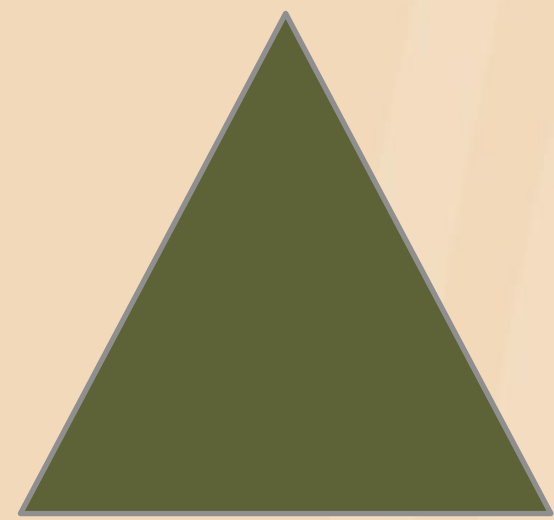
115.97 Cr. in Q2 FY25

vs 99.59 Cr. in Q1 FY25
vs 107.26 Cr. In Q2Fy25

Bottom Line

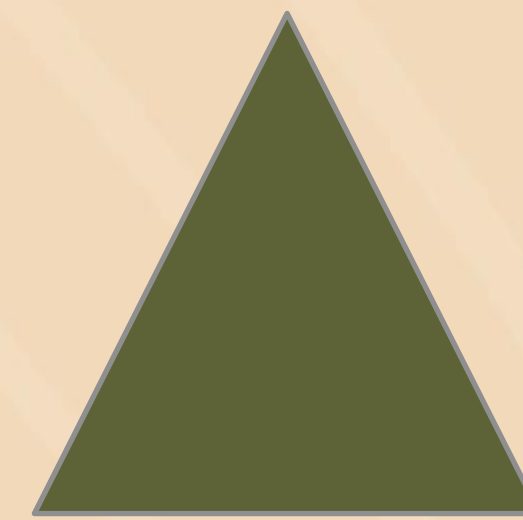
21.66 Cr. in Q1 FY25

vs 15.88 Cr. in Q1 FY25
vs 18.34 Cr. In Q2 FY24



16% up from QoQ

8% up from YoY



36% up from QoQ

18% up from YoY

PULP & PAPER BUSINESS PERFORMANCE

REVENUE (₹ LAKHS)

10216

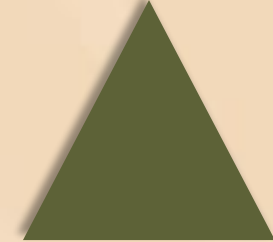
Q2 FY25

 **20%**
vs 8509 in Q1 FY25

PBT (₹ LAKHS)

2091

Q2 FY25

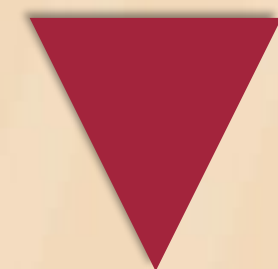
 **28%**
vs 1629 in Q1 FY25

MOULDED PRODUCT BUSINESS PERFORMANCE

REVENUE (₹ LAKHS)

1381

Q2 FY25



-5%

vs 1451 in Q1 FY25

PBT (₹ LAKHS)

75

Q2 FY25



1.5x

vs -41 in Q1 FY25

ROADMAP FOR FURTHER VALUE CREATION

Moulded

New Partners appointment globally

- Middle East partner onboarded
- Australia underway

- New Product designs
- Regional territory Expansion Tier 2 cities
- 5 reseller appointed

Wrap & Carry

16 New Customers onboarded in Exports & Continued to increase volumes

Successful conduct of Public Hearing on Jagriti on 25th Oct

PROJECT JAGRITI
UPDATES



EFFLUENT TREATMENT UPGRADED TO HANDLE EXPANSION



Air Distribution Piping

Pump Installation

ETP Road Construction

MCC Panel Room

Cable Tray Installation

PCC Panel Room

INNOVATION UPDATES



Delivery Range

Leak-proof delivery containers in advance stages of development

Delivery meal trays development planned



Flexible Packaging

Extensive trials ongoing with tea bag use case for metallized M1 & M3 variants in addition to existing supplies

Product development focus on non-metallized NM1 variant

INTERNATIONAL GROWTH

KEY UPDATES INTERNATIONAL GROWTH



Group CFO and CTO onboarded. Marketing lead finalised.

Patented delivery/take away range under finalisation.

Satish shifts to US to lead moulded fibre business.

Investor presentations underway and risk mitigation initialised.

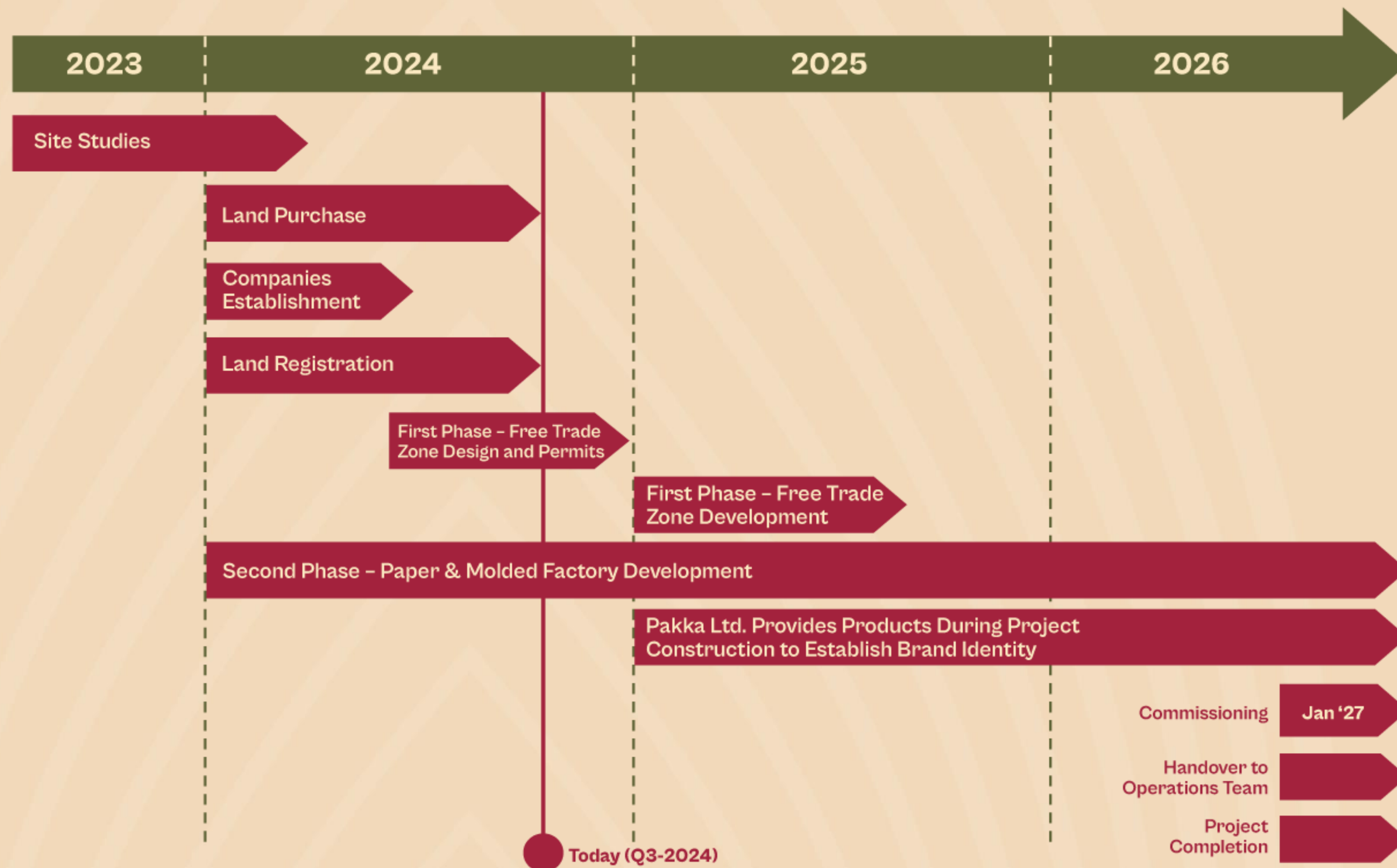
US roadmap created for launch of moulded fibre and trials of flexi substrates.

OEM manufacturing options initiated to mitigate risk.

PROJECT KAWOK PROGRESS AND TIMELINE

Latest Progress

- Raw Material Bagasse MOU
- Land Chosen and Studies Done
- Engaged Finance Advisor for:
 - Valuation & Financial Model
 - Sales Pitch for Equity Raise
- Staffing Up
 - GT Team (Lead, PMO, EA, HR, FIN)
 - USA Team (Business Lead, Marketing Lead)
- Land Purchase (Finalizing)
- Basic Engineering (Finalizing)
- Free Trade Zone Design and Permits (Started)
- Detailed Engineering (Starting in November)



PROJECT KAWOK RENDERS



PROJECT KAWOK RENDERS



KEY RATIOS

Ratios	Industry Average**	FY 24-25*	FY 23-24	FY 22-23	FY 21-22
RoE	13.79%	12.59%	18.39%	24.11%	23.18%
RoCE	16.33%	18.97%	20.14%	31.59%	28.46%
Debt to Equity***	0.40	0.48	0.69	0.48	0.63

* Estimated Annualised

** Leading peers' average:

- (i) Source of Data - Screener
- (ii) In absence of competition information in compostable food packaging, we have taken companies engaged in food packaging

*** Debt includes working capital (seasonal impact, hence specifying)

WELCOMING NEW INSTITUTIONAL INVESTORS



	Number of equity shares allotted	No. of Fully Convertible Warrants
SBI Magnum Children's Benefit Fund - Investment Plan	33,45,454	
SBI Optimal Equity Fund - Long Term	2,54,546	
Carnelian Asset Management LLP	50,000	15,50,000
Carnelian Bharat Amritkaal Fund		20,50,000

PLAN FOR Q2'24-25

Initiate sales in Americas

Build flexibles sales pipeline and launch delivery solution

Analysis complete for complete business and roadmap build for Americas

Organisational structure and operating model strengthening

Finalise lead investor in Kawok. Complete ordering for Jagriti

UPDATE AND Q3 PLAN

Sales initiated. Build-up of distributor network and OEM partnerships.

Delivery solution near completion. Metallised flexi solution launched and trials underway.

Roadmap built. Team build out and initiation of sales.

Structure finalised. Build out across organisation and alignment of incentivisation.

Jagriti critical ordering complete. Kawok risk mitigation finalisation for investors.



THANK YOU!



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