

7/Govt/SE/2024-25/0034

13th August, 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 1st quarter of 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 9th August, 2024 regarding schedule of Investors Call today i.e. on Tuesday, 13th August, 2024 at 05:00 pm (IST), we are enclosing herewith a presentation made in the Investor call for the financial performance of the Company during the 1st quarter ended on 30th June, 2024.

Kindly take the above information on record. The presentation attached as above is also available on the following link of the website of the Company https://pakka.com/investors_data/investor-presentation-for-q1-of-fy-2024-25/.

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



PAKKA
Packaging with a Soul

Investor Call Q1 FY24-25

COMPANY VIDEO

KEY UPDATES INTERNATIONAL GROWTH



Hiring of project lead,
community lead and sales
support

Tie up with consultant to
explore institutional
catering

Hiring of Group CFO and
CTO

Investor presentations
underway for equity
funding

US Business launch planning
in progress. Roadmap
presentation this quarter

Paper sales exploration
initiated with US Team

INDIA BUSINESS PERFORMANCE

KEY HIGHLIGHTS - PRODUCTIVITY

New Product Development Commercialised (~200 MT Production)

2 new designs of moulded products
launched

Ecological Footprint

Water Consumption Reduction by 3%

Export

Export volume – further enhancement
from Q4 FY 23-24 by 1% making it 29%

FINANCIAL UPDATE

Top Line

▲ **99.59 Cr. in Q1 FY25**
vs 98.01 Cr. in Q4 FY24

Bottom Line

▲ **15.88 Cr. in Q1 FY25**
vs 15.64 Cr. in Q4 FY24

SELECTED BEST OF THE BEST TECHNOLOGIES

Paper Machine #4

Selected European pioneer supplier Allimand

Pulp Mill

Shifting & selection of ECF Bleaching

Recovery

Selection of OEM ENMASS

Power Boiler

Pioneered in Power Boilers - ISGEC

Project start up by end of 2025

COMPOSTABLES BUSINESS

Market Outlook

Continuing pricing wars

Lower than expected secondary sales

Customers shifting back to reusables as hygiene factor has taken a back seat post COVID

Sales Strategy

Increased focus on D2C: High potential through QComm

Explore new territories

New products - Beverage cups and delivery range

Aggressive launch in UAE followed by GCC markets

COMPOSTABLES BUSINESS PERFORMANCE

REVENUE (₹ LAKHS)

1451

Q1 FY25

vs 1467 in Q4 FY24

PBT (₹ LAKHS)

-41

Q1 FY25

vs 110 in Q4 FY24

INNOVATION UPDATES

Flexible Packaging

- Beta trials in progress for confectionaries, nutrition bars, and beverages
- Structures - Piloting - Barrier optimisation in non-metallised flexi pack
- Coating technology evaluations in progress

Cutlery

- Novel cost effective recipe & prototype ready
- Market evaluation & manufacturing readiness - Q2 FY25

Delivery Containers

- Pilot trials - Leak proof & non-soggy
- Prototype validation - Successful

Beverage Cups

- Beta Trials and Preparation for Launch
- Launch planned for Q2 FY25

KEY RATIOS

Ratios	Industry Average**	FY 24-25*	FY 23-24	FY 22-23	FY 21-22
RoE	5.71%	15.66%	18.39%	24.11%	23.18%
RoCE	9.15%	18.41%	20.14%	31.59%	28.46%
Debt to Equity***	0.55	0.66	0.69	0.48	0.63

* Estimated Annualised

** Industry 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)

COMPUTATION OF INCREASE IN CAPITAL AND PROMOTER HOLDING AFTER ISSUE

Issue Date	Promoters Holding	% of the Capital	Public Holding	% of the Capital	Additional Shares to Public Shareholders	Increased in Public %	Decrease in Promoter %	Total Capital After Issue
05.08.2024	18720271	47.49%	20699529	52.51%	-	-	-	39419800
1st Allotment	18720271	41.77%	26099529	58.23%	5400000	5.72%	5.72%	44819800
2nd Allotment	18720271	38.66%	29699529	61.34%	3600000	3.11%	3.11%	48419800

Out of 90,00,000 equity shares to be issued to the public shareholders, 36,00,000 options will be issued at 25% upfront

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

UPDATE AND Q2 PLAN

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



THANK YOU!



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