



7/Govt/BSE/2023-24/0013  
18<sup>th</sup> August, 2023

**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 25<sup>th</sup> July, 2023, 12<sup>th</sup> August, 2023 and 16<sup>th</sup> August, 2023 regarding schedule of Investors Call today i.e. on Friday, 18<sup>th</sup> August, 2023 at 05:00 pm (IST), we are enclosing herewith a presentation to be made in the Investor call for the financial performance of the Company during the 1<sup>st</sup> quarter ended on 30<sup>th</sup> June, 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](mailto:connect@pakka.com) [www.pakka.com](http://www.pakka.com)

Registered Office: 2<sup>nd</sup> Floor, 24/57, Birhana Road,  
Kanpur-208 001, Uttar Pradesh, India  
CIN: L24231UP1981PLC005294



**Investor Call Q1'24**

WE START WITH A DREAM

# A CLEANER PLANET

# AN UNPRECEDENTED OPPORTUNITY



Make significant gains while  
contributing towards a positive  
ecological impact

# 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 CARRY

Compostable Mineral based film pellets



## FOOD SERVICES

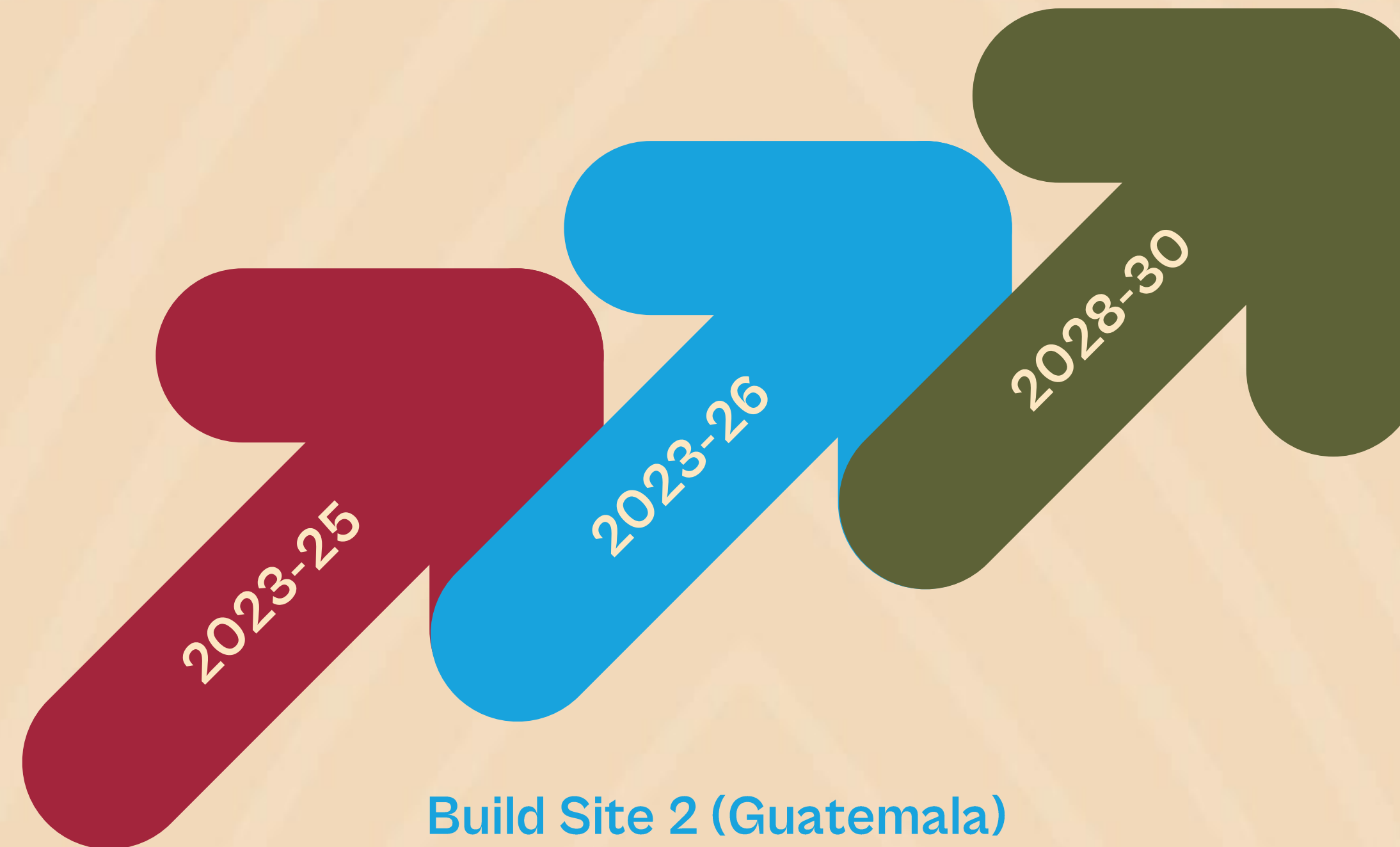
Compostable moulded pulp based materials

# GROWTH PLAN FOR SCALE AND IMPACT

## Expand Ayodhya Site

175 TPD Bagasse pulp  
100 TPD flexible packaging  
50 TPD Mineral bag pellets  
120 TPD Bag Papers  
20 TPD market pulp/ moulded products

**Turnover Potential- \$200m**



## Build Site 2 (Guatemala)

400 TPD bagasse pulp  
200 TPD flexible packaging  
100 TPD mineral bag pellets  
100 TPD market pulp/ moulded products

**Turnover Potential: \$400m**

## Build Site 3 (Northern Africa)

400 TPD bagasse pulp  
200 TPD flexible packaging  
100 TPD mineral bag pellets  
100 TPD market pulp/ moulded products

**Turnover Potential: \$400m**

# SETTING NEW BENCHMARKS



Asia's first listed  
BCorp



Industry's highest  
profit margins



Top 50 Best  
Workplaces in  
Manufacturing

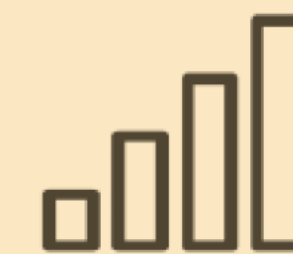
Great Place to Work  
2022-23



World's lowest cost  
producer  
(AFRY Study 2022)



Top 3 among 189 global  
suppliers  
with least CO<sub>2</sub> footprint  
(Amazon Study 2022)



World's first  
Compostable  
Packaging Solutions  
Innovations Centre



# KEY UPDATES INTERNATIONAL GROWTH



Funding advisor  
finalized and work  
initiated

Land shortlisted and  
basic engineering  
contract finalized

Product offtake  
conversations  
initiated

Exploration  
ongoing

Pakka SA  
Guatemala under  
establishment

# BUSINESS PERFORMANCE



**Quarterly Revenue**  
**107.84 Cr**  
(-4.62% QoQ; +21.82% YoY)

**Quarterly Profit**  
**21.98 Cr**  
(+39.03% QoQ; +37.70% YoY)



CII National Award for  
water management

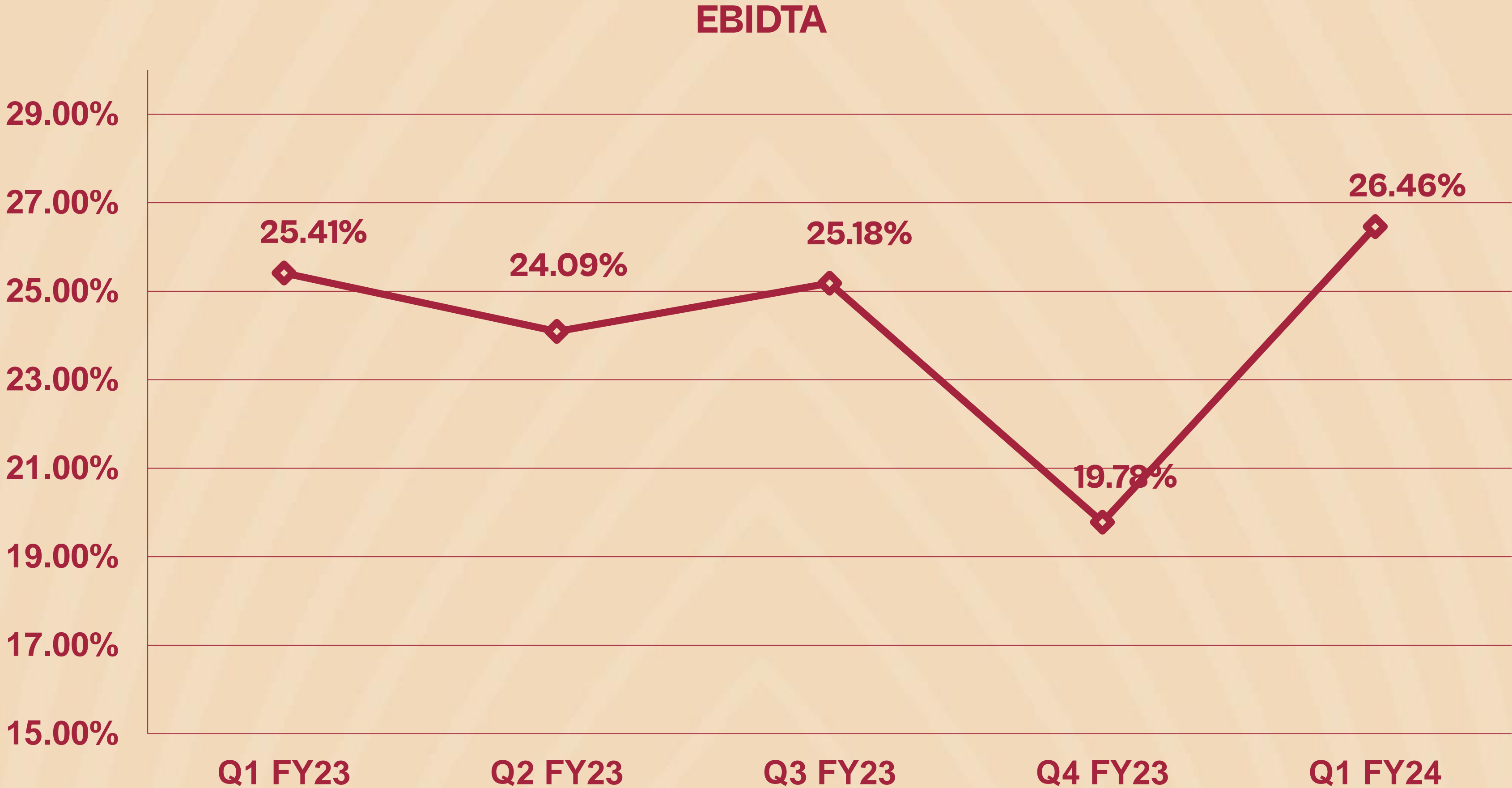


UPNEDA award for  
Energy Conservation

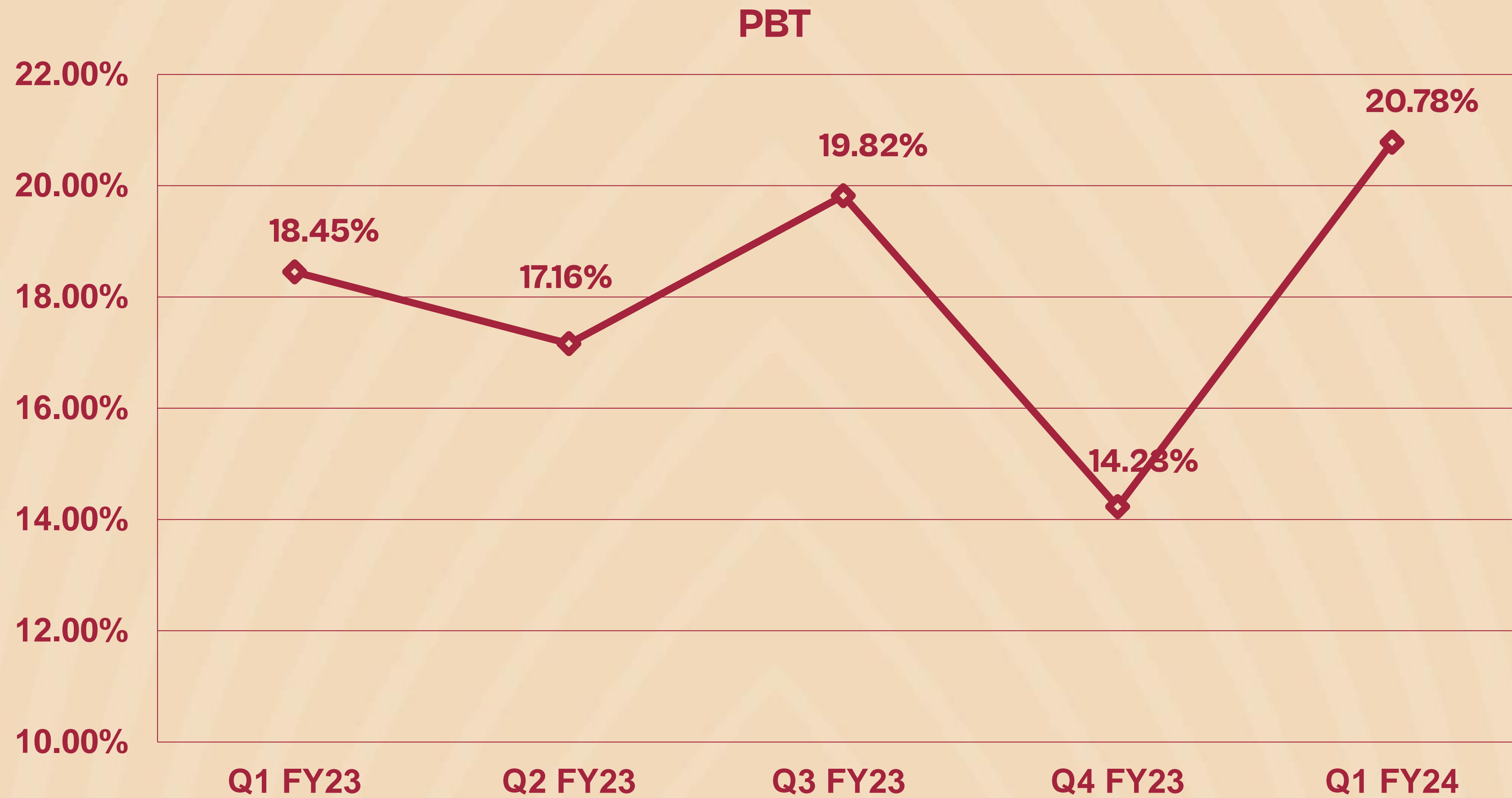


Great Place to Work  
Top 50 manufacturing  
India

# KEY RATIOS - EBITDA



# KEY RATIOS - PBT



# PROJECT JAGRITI HIGHLIGHTS

## PM #3 Upgrade 70TPD → 80 TPD Food Wraps and Bag Paper

Shoe Press

Purchase Order Released

New PM #4 100  
TPD Grease Proof  
paper

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

Continuous Digester System

Oxygen Delignification System

Bleaching System

Pulp Washing System

Specialised Coating  
for Flexible  
Packaging Base

Power Plant  
10 MW

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

High Chemical Oxygen Demand Treatment  
System

MBBR , Diffusion Aeration & Secondary  
Clarifier

Chemical Recovery  
Retrofit 140 – 200 TDS

Infrastructure  
Upgrade

# COMPOSTABLES PERFORMANCE

**Quarterly Revenue**

**14.07 Cr**

(+1% QoQ; +36.2% YoY)

**Quarterly EBITDA**

**1.72 Cr**

(+3x QoQ; +9% YoY)

**Quarterly PBT**

**-0.28 Cr**

(+9x QoQ; +56.25% YoY)

Continued progress with  
outsourcing operations –  
additional site added

Ancillaries being added to  
the portfolio – Cutlery and  
spoon caddy



# INNOVATION UPDATES

## Compostable Rigids

Delivery Containers: Non-Soggy – ready  
New Lidding Concept – In Progress

Cutlery: 3 Home compostable and heat  
resistant patented recipes ready



## Compostable Flexi-packaging

Patented compostable structure - 5  
prototypes ready

First pre-commercial structure - evaluation in  
progress



# LAST CALL CARRY ONS

Release of Pledged Shares





**THANK YOU!**

