



The world of Pakka nuts
www.pakka.ch



The specialists for organic and Fairtrade nuts

The four business divisions of the Pakka Group cover the entire nut value chain from cultivation, via the trade of raw materials and semi-finished products through to the sale and distribution of the roasted, spiced or chocolate covered nuts and snacks. Whether as a private label product or as

an innovative product under the premium brand Pakka, the nut and snack products are all organic and fairly produced and traded. Over the years, Pakka has become a competent partner and provider of services for organic and fairly traded specialties.

The Pakka Group consists of the following business units



Our values

Pakka is Hindi and originally meant “cooked”, “mature” or “solid.” In India also began 2006 the history of Pakka. Today Pakka stands for high quality, genuinity and authenticity. The name is our program! Not only our products should be

“pakka”, but also the way in which they are cultivated and how they are finding their way to our customers.

The following further values characterize our actions

Fairness/Fairtrade

- Consistently fair trading along the entire value chain.

Sustainability

- Sustainable management.

High quality and values

- Production with great care and high quality products.

Passion and innovation

- Passion for the constant innovation of new products and even more culinary delights.

Courage and authenticity

- Go our own unconventional ways, stay true to us. Pakka is Pakka.

Our southern partners and suppliers

Pakka invests a great deal of time and energy in building up and maintaining partnerships with exporters and producers from the South. The resulting relations and partnerships go far beyond the conventional commercial contracts. The co-operation with Pakka means for the farming families affiliated to the cooperatives a stable and above all a higher income. Especially small farmers, for whom the coverage of daily expenses as well as health and safety costs are one of the biggest challenges, benefit decisively from these partnerships.

Through this kind of cooperation Pakka currently (2018) supports about 28,000 families in Asia, Africa and Latin

America and enables a better livelihood. In the last 14 years and thanks to this intensive exchange, Pakka has developed solid supplier relationships based on partnership. This enables Pakka to always be able to offer our customers in Europe reliable high quality, biologically and Fairtrade certified products.

The map shows where we source our nuts from and with which small farmer cooperatives and project partners we work together.



The Pakka Group and the sustainability goals of the United Nations

With 17 “Sustainable Development Goals” (SDGs), the United Nations has set the course for the future of our world: They are designed to promote healthy eating and a life free of poverty, as well as to ensure access to education and health infrastructure. The Pakka Group has identified eight SDGs that are relevant to them and has set itself the goal of aligning its business activities with these principles.



Impact Footprint

459 +22%*
tons of certified
nuts were purchased
from Pakka



28 107 +26%*
smallholder families
who are united in
cooperatives belong
to the world of
Pakka nuts



58 774
+104%*
hectares of land are
cultivated by small
farmers, of which
57,574 (+354 %) use
organic farming
methods

145 +23%*
thousands of USD Fairtrade
premiums were paid to
smallholder cooperatives



159 +5%*
thousands of USD were
spent on the certification
of Pakka partners

6 +0%*
products were
manufactured
entirely in the coun-
tries of origin and
sold by Pakka



Pakka Products

Premium quality nuts – organic, fair & vegan

Produced by small farmers

The premium brand Pakka sells fair-trade nut specialities made from organic ingredients to retail and wholesale, catering establishments and private and business customers in Switzerland and Europe. A colourful range of roasted, natural, spiced and chocolate-coated nuts result in a high quality

snack offer. Thanks to the various business units of the Pakka Group, which cover the entire value chain from cultivation to distribution, Pakka stands for nuts from guaranteed responsible sources.

We rely on these standards



Produced organically



Fairtrade



Made in the country of origin



From partnerships with small farmer cooperatives

All Pakka products are



Vegan



Gluten-free



Lactose-free



Raw nuts

Cashews, almonds, Brazil nuts

Raw nuts are perfect for cooking, baking or as a healthy snack in-between meals. We offer raw cashews, almonds and Brazil nuts.

Roasted, salted and seasoned nuts

Cashews, almonds, Brazil nuts, peanuts

For the unmistakable taste, our nuts are gently roasted without oil and then lightly salted and seasoned. Refined with Curry Madras, chilli or black pepper, they are the ideal companions for delightful aperitifs and get-togethers.

The entire range of Pakka nuts and snacks can be found at www.pakka.ch/shop.

Sweet nuts

Cashews, almonds, peanuts

Four types of chocolate nuts are coated with the finest Colombian organic chocolate and partially refined with an extra thin layer of sugar. The roasted almonds are produced in a traditional Belgian manufacturing company.

Chocolate

65%, 70%, 80% Cocoa

Pakka distributes the first organic chocolate from Colombia in Switzerland and Europe. Dark chocolate bars with varying cocoa content, delicately melting, lactose-free and vegan.

Chocolate fruits

Golden berries, pineapple, mangoes, bananas

This product is produced entirely in Colombia, from the cultivation of the raw materials to the processing and packaging. The well-balanced, dark organic chocolate with its soft texture is a perfect match for the refreshing sweet-acid of the organic dried fruit.



Customising options/Private label

Be it as giveaways or gifts for employees and customers – the popular nut specialities make excellent presents. Equipped with your custom logo and design, they make

sure you stand out and leave a lasting impression. Get in touch with us to find out more about the private label possibilities.

Pakka AG

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Products

Pakka Sourcing

Pakka Sourcing is specialised in the import and trade of Fairtrade and organic certified food products from its own sources

Sustainable value chains are an important part of the corporate philosophy. We import our raw materials exclusively from our own project partners in the countries of origin of the raw materials, with whom we maintain close partnerships. In addition to raw materials and semi-finished products, we offer our customers even more: A unique sustainability story. Because our products are cultivated, harvested and processed according to organic criteria by Fairtrade certified smallholder cooperatives. Through this form of cooperation, local farmers receive a higher and more regular income than with conventional wholesale trade.

High quality products and compliance with food safety standards are given top priority. All raw materials and

semi-finished products are strictly controlled and tested by accredited laboratories from origin to customer. All our partners work according to the principles of current food safety systems (HACCP, IFS Food, BRC Food, ISO 22000).

Pakka Sourcing also offers a wide range of further processing, finishing and packaging options and supports its customers with specific requirements. Further processing into semi-finished products is carried out in Europe. We would be pleased to submit you an offer tailored to your needs.



For large and industrial customers we have the following raw materials and semi-finished products

Raw materials

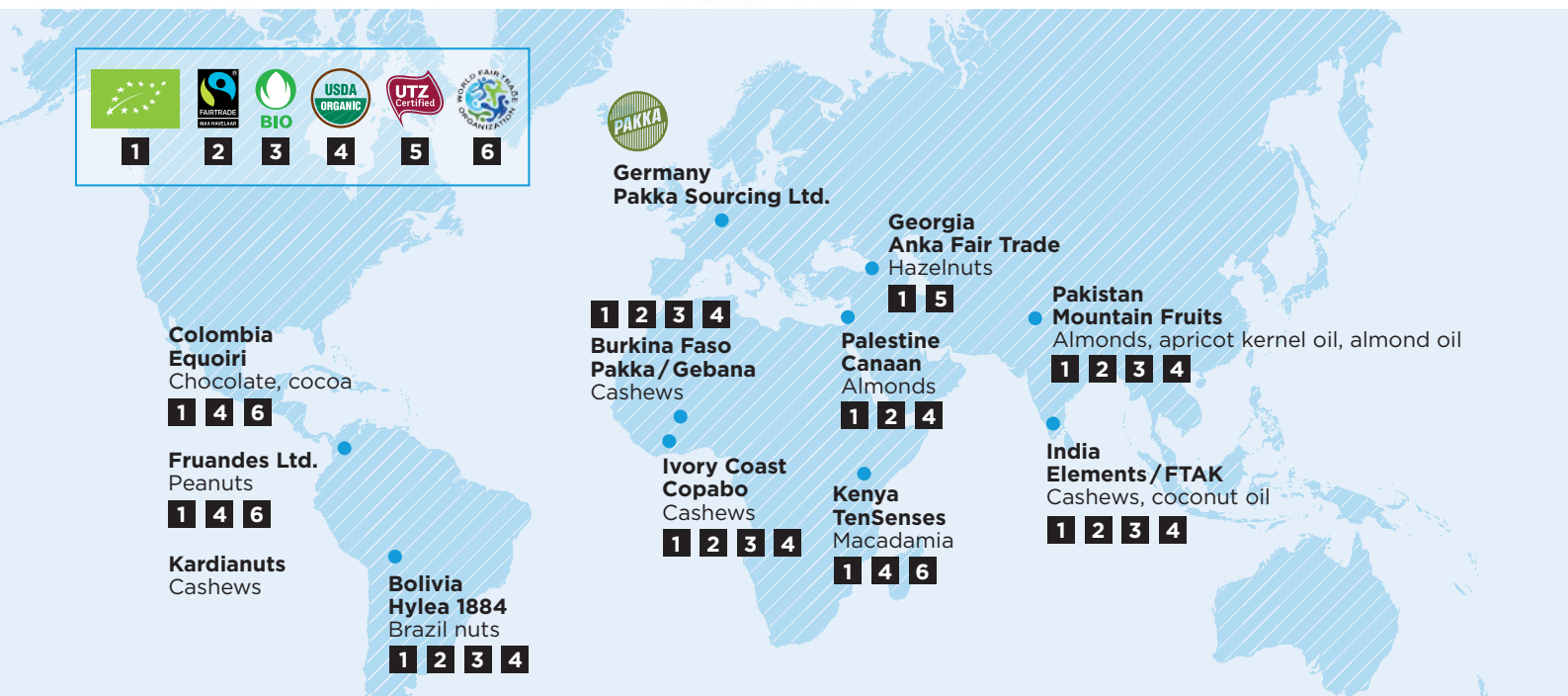
- Nuts and kernels
- Cocoa
- Oils (almond oil, coconut oil, apricot kernel oil)

Semi-finished products

- Nuts (chopped, ground, roasted, pastes)
- Couverture, cocoa butter, powder, nibs

Further processing and packaging possibilities

- Roasting with or without salt/spice mixtures
- In bulk or retail packaging
- Allergen-free processing



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Sourcing

Pakka Finance

Trade finance and investment

Investments in partner companies – to promote sustainable social progress and more economic growth in the countries of origin of the raw materials

Pakka Finance acts as a financing and investment partner along the nut value chain. It not only provides trade financing but also invests into local processing to keep as much value added at the place it's mostly needed.

Pakka Finance therefore not only finances and supports the Pakka companies in Europe, but also a wide variety of partner companies in the south. Especially for these partners, access to capital is often a major obstacle to further develop their businesses.

Pakka Finance can close this gap by providing trade and finance investment capital at affordable conditions. It finances harvests, makes new and/or expansion investments in processing plants with long-term loans possible and acquires smaller strategic participations. Additionally, the Pakka Finance team supports local partners in strategic questions and in the development of stable operational and administrative structures and processes.



Key figures

Companies
in portfolio **14** +1.0%*
companies in
portfolio with an
additional invest-
ment in 2019

Total investments
19.35 M CHF +1.0%*

are invested in portfolio
partner companies

Loans
**17.4
M CHF** -0.4%*

in trading
capital and
long-term
loans

1.95 M CHF +15.5%*
in investments in minority
interests in companies

Capital
Investors-
Family
**10.89^M
CHF** +9.7%*

are provided by the investor family
of the Pakka Group for the development
of sustainable value chains

* Comparison 2018/2019



Investment offer for investors

Do you correspond to our investor profile? We offer you the following investment opportunities:

Investor profile

- Investors with a medium to long-term investment horizon
- Investors who want to improve the economic prospects of actors in the agricultural value chain and the rural population of the southern partners
- Investors for whom organic farming is important and the social impact is a relevant factor in measuring success, in addition to a modest financial return
- Investors who can guarantee the legal and traceable origin of the funds

Investment focus

- Direct growth investments in partners within the Pakka ecosystem
- Diversification in terms of countries and nut product categories
- Growth in the current nut product categories
- Financing with working capital for the business of our partners

Are you interested and would you like more information?
We look forward to hearing from you.

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finance

Pakka Foundation

What we do

The Pakka Foundation promotes the development of sustainable and resource-conserving value chains. The aim is to improve the living conditions of small farmers by improving agricultural practices, promoting local processing and producing high-quality organic and Fairtrade products. By creating the necessary framework conditions, the Pakka Foundation is mainly involved during the high-risk initial phase of such projects in order to improve the investment conditions for private owned companies. During the initial phase, the framework conditions for successful agricultural production, processing and marketing must be clarified and created. This is the core competence of the Pakka Foundation, which builds on the Pakka Group's many years of experience in the field of nut value chains.

Our philosophy

“Market Systems Development”

We put small farmer cooperatives and local processors at the heart of the entire market system in order to understand the reasons for the lack of success of a value chain and to develop dynamic approaches to solutions.

“Facilitators”

We act as a mediator outside the market system to bring about long-term, systemically relevant changes with a major impact.



Our goals



Improve the framework conditions to improve the living conditions of the rural population and small farmers, especially women.



Minimize food waste along the value chain.



Targeted promotion of the proportion of women in agriculture.



Create conditions that allow local business partners to build financially stable businesses.



Ensure that all our partners use renewable energy, dispose of wastewater and waste in an appropriate manner and use biodegradable packaging.



Create framework conditions so that as much added value as possible remains in the country of origin.



Ensure a positive ecological footprint for the entire value chain.



Promoting biodiversity through biologically diversified agroforestry cultivation.

Our commitment



Promotion of local capacities

- Technical training and consulting enable improvement of productivity, quality and innovation along the production chain.
- Successful approaches require innovative financing models and often involve cooperation with local public research institutes and private service providers.



Market focus and long-term trade relations

- Excellent quality, traceability and certified sustainability (organic & Fairtrade) are crucial for successful entry into established markets.
- Long-term trading relationships enable players in young value chains to grow and anticipate future business developments more concretely.



Increasing local added value and economic feasibility

- The further processing of raw materials enables better export opportunities, jobs and know-how.
- Support of local actors in the development of a sound and market-oriented analysis.



Organizational development/Advocacy

- Supporting the actors in finding a suitable form of organisation and a common voice.
- Improve framework conditions for organic and Fairtrade in the countries of origin.

Your project partner

To venture new projects requires partners who are willing to share risks. If these are new projects involving sustainable value chains, the Pakka Foundation is a potential partner. Private as well as public and non-profit institutions can thus benefit from the Pakka Group's many years of experience.

We look forward to hearing from you and exchanging ideas on topics such as:

- Outlining and building sustainable supply chains for a specific product
- Project consulting and evaluation
- Individual questions and concerns about sustainable supply chains

For information on our current projects or if you are looking for support to become active in such regions yourself, please contact us.

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