



**The world of Pakka**  
**Organic and Fairtrade products**  
**Nuts, dried fruits and chocolate**

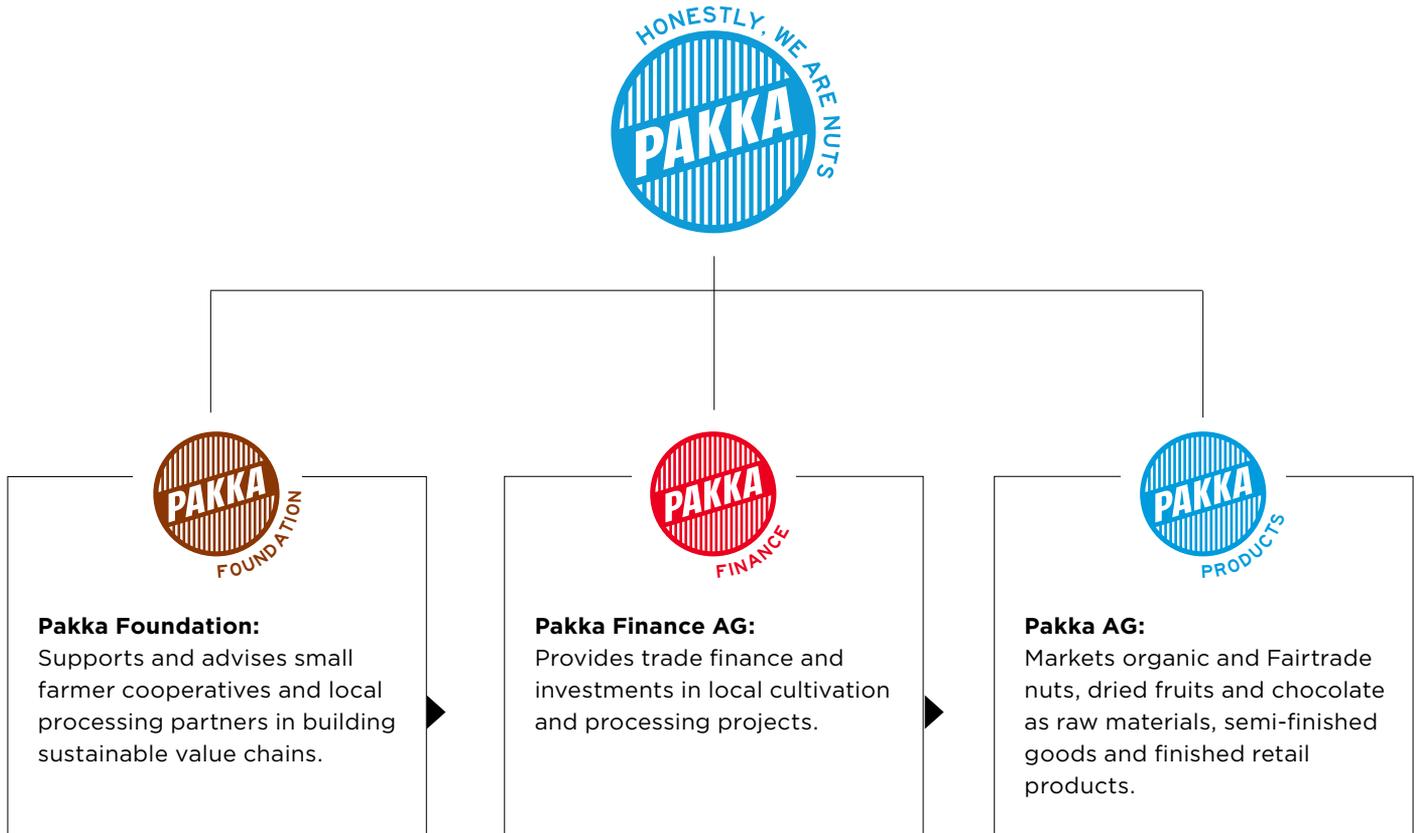
[www.pakka.ch](http://www.pakka.ch)

# Your partner for organic and Fairtrade nuts, dried fruits and chocolate

Pakka is the competent partner and service provider for sustainably produced nuts, dried fruits and chocolate. The three business units cover the entire value chain from cultivation to trading in raw materials and semi-finished products to sales

and distribution. All products are organic and fairly traded and are sold in Switzerland and Europe under the Pakka brand or as a private label.

## The three business entities along the Pakka value chain



## Our values

«Pakka» is Hindi and originally meant cooked, ripe or firm. The story of Pakka began in India in 2006. Today «pakka» stands for high quality, genuineness and authenticity. The name is our programme! Not only should our products be

«pakka», but also the way they are grown and the way they find their way to our customers.

## The following 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 partners and suppliers

Pakka invests a great deal of time and energy in developing and maintaining partnerships in the countries of origin of our raw materials and products. The resulting relationships and partnerships go far beyond traditional commercial contracts. Working with Pakka means a stable and, above all, higher income for the farming families who belong to the cooperatives. Smallholder farmers in particular benefit from these partnerships, as meeting daily expenses and health and safety costs is one of their biggest challenges.

Through this type of collaboration, Pakka is currently helping around 20,000 families in Asia, Africa and Latin America to improve their livelihoods.

Over the past 17 years, Pakka has developed strong supplier relationships based on partnership. This enables us to reliably supply our customers in Europe with high quality, organically certified and fairly traded products.

The map shows where we source our products and the small farmer cooperatives and project partners we work with.



## The Pakka entities 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 aim to promote healthy diets and a life free of poverty, and to ensure access to education and health infrastructure. The Pakka Group has identified eight SDGs that are relevant to it and has set itself the goal of aligning its business activities with these principles.



## Impact Footprint 2021

**424**

tons of certified nuts were purchased from Pakka.



**54 141**

hectares of land are cultivated by small farmers.



**402**

thousands of USD Fairtrade premiums were paid to smallholder cooperatives.



**20**

products were manufactured entirely in the countries of origin and sold by Pakka.



**17 884**

smallholder families united in cooperatives are part of the Pakka world.

# Pakka Products

Premium nuts, dried fruits and chocolate  
Organic, Fairtrade and vegan - produced by small farmers

Pakka distributes high quality, organically grown and fairly traded nuts, dried fruit and chocolate. A variety of finishes, packaging solutions and sizes result in an attractive and flexible product range. The customer base includes retailers and wholesalers, the food service industry as well as private and

corporate customers in Switzerland and Europe. Thanks to the Pakka Group's various business units, which cover the entire value chain from cultivation to distribution, Pakka stands for products 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



## Nuts

**Cashews, almonds, macadamia, hazelnuts, Brazil nuts, peanuts | Natural, roasted, salted, seasoned  
25g-35g flowpacks, 100g-150g doypacks, 1kg bags**

We take great care in harvesting, shelling and hand sorting our nuts. Our seasoned nuts undergo a delicate roasting process with no added oil and are seasoned with a blend of Madras curry, chilli, Swiss Alpine herbs, black pepper or salt. Our range of raw nuts includes natural cashews, almonds, hazelnuts and Brazil nuts.



## Dried fruits

**Mango, pineapple, golden berries  
100g doypacks**

Our aromatic dried fruits are sourced from Peru, where they thrive in ideal climatic conditions. The unique combination of contrasting temperatures and high levels of sunshine produces an exceptionally intense flavour. The fruits are carefully harvested when fully ripe and gently dried to preserve their flavour.



## Chocolate-coated nuts and fruits

**Cashews, almonds, peanuts | Golden berries, pineapples, mangoes, bananas  
50g boxes, 1kg bags**

These products are made entirely in Colombia, from the cultivation of the raw materials to the processing and packaging. The well-balanced dark organic chocolate has a smooth melting texture that perfectly complements the crunch of the nuts and the refreshing sweetness and acidity of the dried fruit. In addition, our almonds and peanuts are delicately coated with an extra fine sugar coating for added flavour.



## Chocolate

**65% Cocoa, 72% with Cocoa Nibs, 80% Cocoa  
11g-13g, 80g-83g bars**

This pure, dark organic chocolate with varying levels of cocoa is produced by our Colombian sister company Equiori using a Swiss chocolatier's recipe. Our chocolate has a smooth melting texture and is characterised by a balanced fruity acidity and earthy flavour.

The entire range of Pakka nuts and snacks can be found here:  
[www.pakka.ch/shop](http://www.pakka.ch/shop).



## Customising options/Private label

Whether as a giveaway, employee or customer gift, Pakka products are perfect to give away. The packaging can be flexibly adapted and designed to suit our customers' needs.

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# Raw materials and semi-finished products

## Organic and Fairtrade

For large and industrial customers we offer various raw materials and semi-finished products in bulk or retail packaging.

### Nuts and kernels

- Chopped, ground, roasted
- Roasting with or without salt/sice mixtures
- Chocolate-coating
- Oils and creams



#### Coconut

Waguruwela Oil Mills, Sri Lanka  
Organic and Fairtrade



#### Almonds

Mountain Fruits, Pakistan  
Organic and Fairtrade



#### Brazil Nuts

Eximcruz, Bolivia  
Organic and Fairtrade



#### Peanuts

Silk Road Organik Foods,  
Uzbekistan  
Organic and Fairtrade



#### Cashew

Fairtrade Alliance Kerala, India  
Gebana Burkina Faso, Burkina Faso  
Organic and Fairtrade



#### Walnuts

Silk Road Organik Foods,  
Uzbekistan  
Organic and Fairtrade



#### Hazelnuts

Pakka Georgia, Georgia  
Organic



#### Macadamia

Pamoja, Kenia  
Organic



**Colombia**  
**Equoiri**  
Chocolate, cocoa  
1 2 4

**Fruandes Ltd.**  
Dried fruits, peanuts  
1 4 5

**Kardianuts**  
Cashews  
1 4

**Peru**  
**Greenbox**  
Dried fruits  
1 2 3 4

**Bolivia**  
**Eximcruz Srl.**  
Brazil nuts  
1 2 3 4

**Switzerland**  
**Pakka**



**Burkina Faso**  
**Pakka / Gebana**  
Cashews  
1 2 3 4

**Tanzania**  
**Pamoja**  
Macadamia  
1 4 5

**Georgia**  
**Pakka Georgia**  
Hazelnuts  
**NCC**  
Almond  
1

**Uzbekistan**  
**Silk Road Organik Foods**  
Walnuts, sour cherries, raisins  
1 2

**Kenya**  
**Ten Senses**  
Macadamia  
1 4 5

**Pakistan**  
**Mountain Fruits**  
Almonds, apricot kernel oil, almond oil  
1 2 3 4

**India**  
**Elements / FTAK**  
Cashews, coconut oil  
1 2 3 4

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## Dried Fruits

### Dried mango halves and slices

Greenbox, Peru  
Organic



### Dried pineapple pieces

Greenbox, Peru  
Organic

### Dried pomegranates Purpule Varganza

Silk Road Organik Foods, Uzbekistan  
Organic and Fairtrade



### Dried dragon fruit

Fruandes, Colombia  
Organic



### Dried golden berries

Greenbox, Peru  
Organic



### Dried Raisins Black Bukhara

Silk Road Organik Foods, Uzbekistan  
Organic and Fairtrade



### Dried sour cherries

Silk Road Organik Foods, Uzbekistan  
Organic and Fairtrade



### Dried Raisins Green Khorog

Silk Road Organik Foods, Uzbekistan  
Organic and Fairtrade

## Chocolate covered nuts and dried fruits



### Chocolate peanuts

Equiori/Fruandes, Colombia  
Organic and Fairtrade Cocoa



### Chocolate Cashew

Equiori/Kardianuts, Colombia  
Organic and Fairtrade

### Chocolate Pineapple

Equiori/Fruandes, Colombia  
Organic and Fairtrade Cocoa



### Chocolate Golden Berries

Equiori/Fruandes, Colombia  
Organic and Fairtrade Cocoa



### Chocolate Banana

Equiori/Fruandes, Colombia  
Organic and Fairtrade Cocoa



### Chocolate Mango

Equiori/Fruandes, Colombia  
Organic and Fairtrade Cocoa

### Cocoa

Equiori, Colombia

- Couverture, cocoa butter, powder, nibs



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# 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 Pakka 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 **15** <sup>+7,15%\*</sup>  
companies in  
portfolio with an  
additional invest-  
ment in 2019

Total investments  
**23.26 M CHF** <sup>+14,75%\*</sup>

are invested in portfolio  
partner companies

Loans  
**12,03  
M CHF** <sup>-20%\*</sup>

in trading  
capital and  
long-term  
loans

**11.23 M CHF** <sup>+9.5%\*</sup>

in investments in minority  
interests in companies

Capital  
Family  
Investors

**10.24<sup>M</sup> CHF** <sup>+9.5%\*</sup>

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

\* Comparison 2020/2021



## 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 product categories
- Growth in the current product categories
- Providing our partners with working capital financing for their business

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

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# 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 current projects...

Currently, the Pakka Foundation is in five projects involved, that promote the development of sustainable and resource-saving value chains.

### Colombia

- **Kardianuts:** Cashew model farm
- **Fruandes:** Organic and fair trade tropical fruits
- **Equiori:** Organic fair cocoa

### Georgia

- **Pakka Georgia:** Organic fair hazelnuts

### Mozambique

- **Helvetas:** Organic fair Cashew and peanuts

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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## 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 and 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 future 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



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