



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

www.pakka.ch · 2024

Our Theory of Change

We work with smallholder farmers and local companies throughout the Global South to promote resilient agroforestry farming that bolsters local industries. This approach not only boosts local livelihoods and incomes but also plays a crucial role in mitigating carbon emissions and safeguarding biodiversity. We achieve this by empowering our partners in the global South with the necessary technical assistance and financing, while also connecting them to premium markets. By choosing our high-quality, raw materials and nutritious snacks in Switzerland and Europe, our clients play a vital role in closing this loop of sustainability and prosperity, fostering a mutually beneficial relationship with smallholder farmers.

The map shows where we source our products and the smallholder farmers and project partners we work with.



Switzerland
Pakka

Georgia
Pakka Georgia
Hazelnuts
NCC 1702
Almonds

Uzbekistan
Silk Road Organik Foods
Walnuts, sour cherries, raisins

Pakistan
Mountain Fruits
Almonds, apricot
kernel oil, almond oil

Colombia
Equoiri
Chocolate, cocoa

Fruandes Ltd.
Dried fruit, peanuts

Kardianuts
Cashews

Peru
Greenbox
Dried fruit

Bolivia
Eximcruz Srl.
Brazil nuts

Burkina Faso
Pakka/Gebana
Cashews

Kenya
Ten Senses
Macadamia

Tanzania
Pamoja
Macadamia

India
Elements / FTA
Cashews

The Pakka Value Chain

How are we changing the game? We're dedicated to the success of every partner in our value chain, creating mechanisms to ensure everyone thrives. We're leveling the playing field for small farmers and local agribusiness partners in the South by democratizing access to affordable, fair financing along food value chains. We prioritize keeping value added in the countries of origin, fostering growth and diversification for long-term sustainability with each partner.

Our product selection focuses on nuts and fruits grown in organic agroforestry systems across the Global South. By blending organic farming with tree cultivation, we nurture healthy soils, promote biodiversity, and naturally mitigate climate change. It's farming in harmony with nature for a greener future.

Our three business entities cover the entire value chain from cultivation to sales and distribution.



Pakka Foundation:

Supports and advises small farmer cooperatives and local processing partners in building sustainable value chains.



Pakka Finance AG:

Provides trade finance and investments in local cultivation and processing projects.



Pakka AG:

Markets organic and Fairtrade nuts, dried fruits and chocolate as raw materials, semi-finished goods and finished retail products.

Pakka AG

Geroldstrasse 33 · 8005 Zurich · Switzerland

T +41 44 454 22 88 · welcome@pakka.ch · www.pakka.ch

Our Impact Footprint

Our farms

Cultivating land for sustainable futures

We promote sustainable land cultivation for the future by prioritizing biodiversity, minimizing reliance on external inputs like pesticides and fertilizers, reducing emissions, and conserving land and resources.



100%

of Pakka's products are organic certified.

Supporting origin partners in transition:

85%

of their products are organic

Our farmers

Empowering community-driven farming

We advocate for ensuring food security for all, empowering farming communities, upholding land and resource rights, safeguarding freedom of association and collective bargaining, and guaranteeing living price.



276k

of USD Fairtrade premiums were paid to smallholder cooperatives.

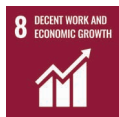
13'533

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

Our partners

Boosting local economic growth

We offer affordable and fair financing while empowering local partners to add value to products domestically. Our aim is to foster economic inclusion, provide equal opportunities, prioritize occupational health and safety, and uphold living wage standards.



32mio

of CHF invested in the global South.

Women make up

70%

of the workforce of our global south partners.

30%

of our portfolio invested in high-risk, high-impact projects.

Pakka Products

Nourishing with healthy ethical food

We prioritize healthy nutrition, food safety, transparency in the value chain, and ethical business practices.



100%

traceability in our value chain.

Only natural low processed products.

SUSTAINABLE DEVELOPMENT GOALS

Pakka AG

Geroldstrasse 33 · 8005 Zurich · Switzerland

T +41 44 454 22 88 · welcome@pakka.ch · www.pakka.ch



Impact Stories

KardiaNuts



KardiaNuts with its model farm in Vichada, Colombia embodies a pioneering model of a circular farm, with cashew nut production at its core. This visionary approach seamlessly integrates various food production and animal husbandry, serving the dual purpose of enriching soil fertility and providing nutritious food for the farm's workers and their families.

KardiaNuts in 2022 expanded this model to 20 landless farmer families, empowering them to become owners and cultivate 100 hectares of cashew through an agroforestry model. Their positive impact has grown with the inclusion of 12 more farmers in 2023, setting an ambitious goal to support a total of 100 farmers within the next three years.



Equiori



Equiori is at the forefront of regenerative agriculture in Urabá, Antioquia, Colombia. Collaborating with local farmers through model farms, they are tackling the challenges posed by unpredictable weather patterns and rising input costs. Their focus on organic and regenerative practices not only helps farmers remain competitive but also safeguards local biodiversity. Central to their approach is the inclusion of women and youth, fostering empowerment and innovation within the industry. In alignment with their commitment to knowledge sharing and capacity building, Equiori partners with SwissContact and others to disseminate their experiences. By leveraging these partnerships, Equiori endeavors to extend the benefits of sustainable farming practices beyond its immediate sphere of influence, thereby contributing to the broader transformation of agricultural landscapes. At the core of this endeavor lies the overarching objective of enhancing the livelihoods and well-being of rural families in Antioquia.

Pakka Georgia & Nuts Cultivation Company



Pakka Georgia, in collaboration with Nuts Cultivation Company, is spearheading a transformative shift in Georgia's agricultural landscape, which has long been characterized by heavy input practices. Through the establishment of model plots showcasing regenerative agriculture techniques in hazelnuts and almonds, they are providing farmers with viable alternatives. Their joint efforts extend, as they actively assist farmers in obtaining organic certification and enhance the quality of their produce to access premium markets.

The year 2024 marked a significant milestone in this journey. After years of steadfast support towards the development of Fair Trade certification, Georgia's farmers proudly became the inaugural recipients of this certification, made possible through the collaborative efforts of Pakka Georgia and its partners.



Pakka AG

Geroldstrasse 33 · 8005 Zurich · Switzerland
T +41 44 454 22 88 · welcome@pakka.ch · www.pakka.ch



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.

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 current projects

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

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

Colombia

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

Georgia

- **Pakka Georgia:** Organic fair hazelnuts



Pakka Foundation

Geroldstrasse 33 · 8005 Zurich · Switzerland

T +41 44 454 22 88 · welcome@pakkafoundation.org · www.pakkafoundation.org



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.



Pakka Finance AG

Geroldstrasse 33 · 8005 Zurich · Switzerland
T +41 44 454 22 88 · welcome@pakkafinance.ch



Key Figures

**Companies
in portfolio** **16** +0%*
companies in
portfolio with an
additional invest-
ment in 2023/24

Total investments
32.73 M CHF
+7.8%*

are invested in portfolio
partner companies

Loans
17.09
M CHF
13.9%*

in trading
capital and
long-term
loans

15.64 M CHF +1.8%*

in investments in minority
interests in companies

**Capital
Family
Investors**
15.39 M
CHF +10.6%*

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

*Comparison 2022/2023



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.

Pakka Finance AG

Geroldstrasse 33 · 8005 Zurich · Switzerland
T +41 44 454 22 88 · welcome@pakkafinance.ch



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



Pakka AG

Geroldstrasse 33 · 8005 Zurich · Switzerland

T +41 44 454 22 88 · welcome@pakka.ch · www.pakka.ch



Nuts

Cashews, almonds, macadamia, hazelnuts, walnuts, Brazil nuts, peanuts · Natural, roasted, salted, seasoned

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, macadamia, walnuts, peanuts and Brazil nuts.



Dried fruits

Mango, pineapple, golden berries, dragon fruit, banana, raisins, apricots, sour cherries, golden cherries, mulberries, pomegranate

Our aromatic dried fruits are sourced from Peru, Kolombia and Uzbekistan, where they thrive in ideal climatic conditions. The fruits are carefully harvested when fully ripe and gently dried to preserve their intense flavour.



Chocolate-coated fruits and nuts

Golden berries, pineapples, mangoes, bananas cashews, peanuts

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

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.



Customising options and 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.

Pakka AG

Geroldstrasse 33 · 8005 Zurich · Switzerland
T +41 44 454 22 88 · welcome@pakka.ch · www.pakka.ch

