



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

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

# 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.

## Colombia Equoiri

Chocolate fruits & nuts, cocoa nibs

### Fruandes Ltd.

Dried fruit, peanuts

### Kardianuts

Cashews



**Peru**  
**Greenbox**  
Dried fruit



**Bolivia**  
**Eximcruz Srl.**  
Brazil nuts



**Switzerland**  
**Pakka**

## Georgia

### Pakka Georgia

Hazelnuts

### NCC 1702

Almonds

## Uzbekistan

**Silk Road Organik Foods**  
Walnuts, sour cherries, raisins

## Kenya

### Ten Senses

Macadamia

## Tanzania

### Pamoja

Macadamia

## Pakistan

### Mountain Fruits

Almonds

## India

### Elements / FTAK

Cashews

## Sri Lanka

Coconut

## 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**

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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.

## 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. 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 four projects involved, that promote the development of sustainable and resource-saving value chains.

- **Kardianuts:** Cashew model farm (Colombia)
- **Fruandes:** Organic Fairtrade fruits (Colombia)
- **Equiori:** Organic Fairtrade cocoa (Colombia)
- **Pakka Georgia:** Organic Fairtrade hazelnuts (Georgia)

## 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.

For information on our current projects or if you are looking for support to become active in such regions yourself, please contact us. We are happy to advise you 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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# Our Impact Footprint 2024

## 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.



**13'533**  
smallholder families united in cooperatives are part of the Pakka world.

**276k**  
of USD Fairtrade premiums were paid to smallholder cooperatives.

## 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.



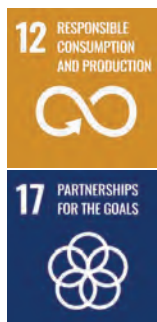
Women make up  
**70%**  
of the workforce of our global south partners.

**32mio**  
of CHF invested in the global South.  
**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.



Only natural low processed products.

**100%**  
traceability in our value chain.



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# Impact Stories 2024

## 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.



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# Pakka Finance

Trade finance and 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

**16** +0%\*

companies in portfolio with an additional investment 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

\* Vergleich 2022/2023



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## 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 Products

## Bio-Fairtrade Nüsse, Trockenfrüchte und Schoko-Produkte

**Bio, Fairtrade und vegan.** Pakka vertreibt hochwertige Nüsse, Trockenfrüchte und Schoko-Produkte aus biologischem Anbau und fairem Handel. Eine Vielzahl von Veredelungen, Verpackungslösungen und Grammaturen ergibt ein attraktives und flexibles Sortiment. Zu den Kunden zählen der Detail- und Grosshandel, die Gastro-nomie sowie Privat- und Firmenkunden in der Schweiz und in Europa. Alle Produkte sind vegan und werden als Eigenmarke (Private Label) oder unter der Marke Pakka verkauft.

## Unsere Produzenten, Partner und Lieferanten

Pakka investiert viel Zeit und Energie in den Aufbau und die Pflege von Partnerschaften in den Herkunftsländern der Rohstoffe und Produkte. Die so entstandenen Geschäftsbeziehungen gehen weit über konventionelle Handelsverträge hinaus. Für die Bauernfamilien in den Kooperativen bedeutet die Zusammenarbeit mit Pakka ein stabiles und vor allem ein höheres Einkommen. Gerade Kleinbauern und Kleinbäuerinnen, für die die Deckung der täglichen Ausgaben sowie der Gesundheits- und Ausbildungskosten eine der grössten Herausforderungen darstellt, profitieren massgeblich von diesen Partnerschaften. Heute unterstützt Pakka rund 20'000 Bauernfamilien in Asien, Afrika und Lateinamerika und ermöglicht ihnen eine bessere Lebensgrundlage. Durch diesen intensiven Austausch sind in den letzten 19 Jahren solide, partnerschaftliche Lieferantenbeziehungen entstanden.



Die weltweit ersten Fairtrade Haselnüsse!



### 100% Biologisch

Sämtliche Rohwaren stammen aus biologischem Anbau.



### 100% Nature

Der Verzicht auf Zusatzstoffe ist für uns selbstverständlich.



### 100% Schweizer Qualitätskontrolle

Für die Qualität unserer Produkte legen wir die Hand ins Feuer.



### 100% Fairtrade

Pakka setzt auf zertifizierten, fairen Handel.



### 100% Wertschöpfung im Ursprung

Unsere Produkte werden, soweit möglich, vom Anbau bis zur Verpackung im Ursprungsland hergestellt.



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## Nuts natural raw

**Cashews, almonds, walnuts, macadamia, hazelnuts, brasil nuts, peanuts, coconut flakes und flour**

Organic, Fairtrade, natural, raw food quality, hand-picked, produced by small farmers

**Sizes:** 100g - 1.7kg

**Packaging:** Reclosable doypack, transparent stand-up pouch, transparent vacuum bag

**Origin:** Georgia, Uzbekistan, India, Sri Lanka, Burkina Faso, Kenya, Bolivia



## Nuts roasted & seasoned

**Cashews, almonds, macadamia, hazelnuts, brazil nuts, peanuts**

Organic, Fairtrade, gently roasted without oil and uniquely seasoned with curry Madras, chilli, sea salt, Swiss Alpine herbs or Malabar pepper

**Sizes:** 25g-1kg

**Packaging:** Snack flowpack, reclosable doypack, transparent vacuum bag

**Origin:** Georgia, Uzbekistan, India, Burkina Faso, Kenya, Bolivia



## Mixes

**Cashew-almond-peanuts roasted with sea salt, cashew-sultana raisins-peanuts, mango-pineapple-golden berries**

Organic, Fairtrade

**Sizes:** 30g-150g

**Packaging:** Snack flowpack, reclosable doypack

**Origin:** Peru, Burkina Faso, Uzbekistan



## Chocolate nuts and fruits

**Peanuts, golden berries, pineapple, mangos, banana**

Organic, Fairtrade, melt-in-the-mouth, dark chocolate with 60% cocoa, peanuts coated with fine icing, fruit harvested when fully ripe, hand-picked, no additives.

**Sizes:** 50g-1kg

**Packaging:** Handy cardboard snack box, reclosable doypack

**Origin:** Colombia



## Dried fruits

**Mango, pineapple, golden berries, dragon fruit, five types of raisins, sour cherries, golden cherries, apricots, prunes, pomegranate, mulberries**

Organic, Fairtrade, harvested fully ripe, gently dried, unsweetened, unsulphured, unoiled, hand-picked, raw food quality

**Sizes:** 30g-1kg

**Packaging:** Snack flowpack, reclosable doypack, transparent vacuum bag

**Origin:** Burkina Faso, Uzbekistan, Burkina Faso, Uzbekistan



## Cocoa nibs

Natural, raw or chocolate covered

Organic, Fairtrade

**Sizes:** 600g-1kg

**Packaging:** Doypack

**Origin:** Colombia



You can find the entire Pakka range in our webshop: [www.pakka.ch/shop](http://www.pakka.ch/shop)



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