

Date: 17.05.2022

To,
Department of Corporate Services
BSE Limited
P.J. Towers, Dalal Street,
Mumbai-400001
SME Platform

Sub: Investor Presentation

Scrip Code: 543284

Dear Sir(s),

Pursuant to regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Audited Financial Results for the quarter, half year and financial year ended March 31, 2022.

The Investor Presentation may also be accessed on the website of the Company at www.enkingint.org

Kindly take the above information on records.

Thanking you,

Yours Faithfully
For EKI Energy Services Limited


Itisha Sahasrabudhe
Company Secretary & Compliance Officer



Encl: a/a

CARBON NEUTRAL
COMPANY



EKI Energy Services Limited

Investor Presentation – May 2022

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EKI AT A GLANCE

2500+

Clients Served in
40+ Countries

1000+

Projects

200+

Employees with
200+ years of
men experience

180+ million
credits



9.4X

Growth in
Revenues YoY

20.4X

Growth in
EBITDA YoY

20.5X

Growth in PAT
YoY

2.0X

Growth in Cash
Flow from
Operations YoY

BUSINESS OVERVIEW

STEERING THE
PLANET TO NET ZERO



OUR GROWTH JOURNEY

WHO?



2008

- EKI was founded as a sole proprietorship firm in Indore, Madhya Pradesh

2009

- Started first project in Verified Carbon Standard (VCS) mechanism

2011

- Company became closely held Public Limited Company

2012

- Entered into Business Advisory services relating to ISO and lean manufacturing

2013

- Initiated the first project under the Gold Standard

2014

- After analyzing the carbon credit market and realizing its necessity, Company ventured in supplying carbon credits

2017

- 5+ Million credits supplied within the first six months of the financial year with an immutable climb in the number of clients to 700+

2018

- With the rising demand for outsourcing electrical maintenance to third parties, EKI ventured into electrical safety audits

2019

- Entered South-East Asian Markets.

2020

- Sold 40M+ Credits

2021

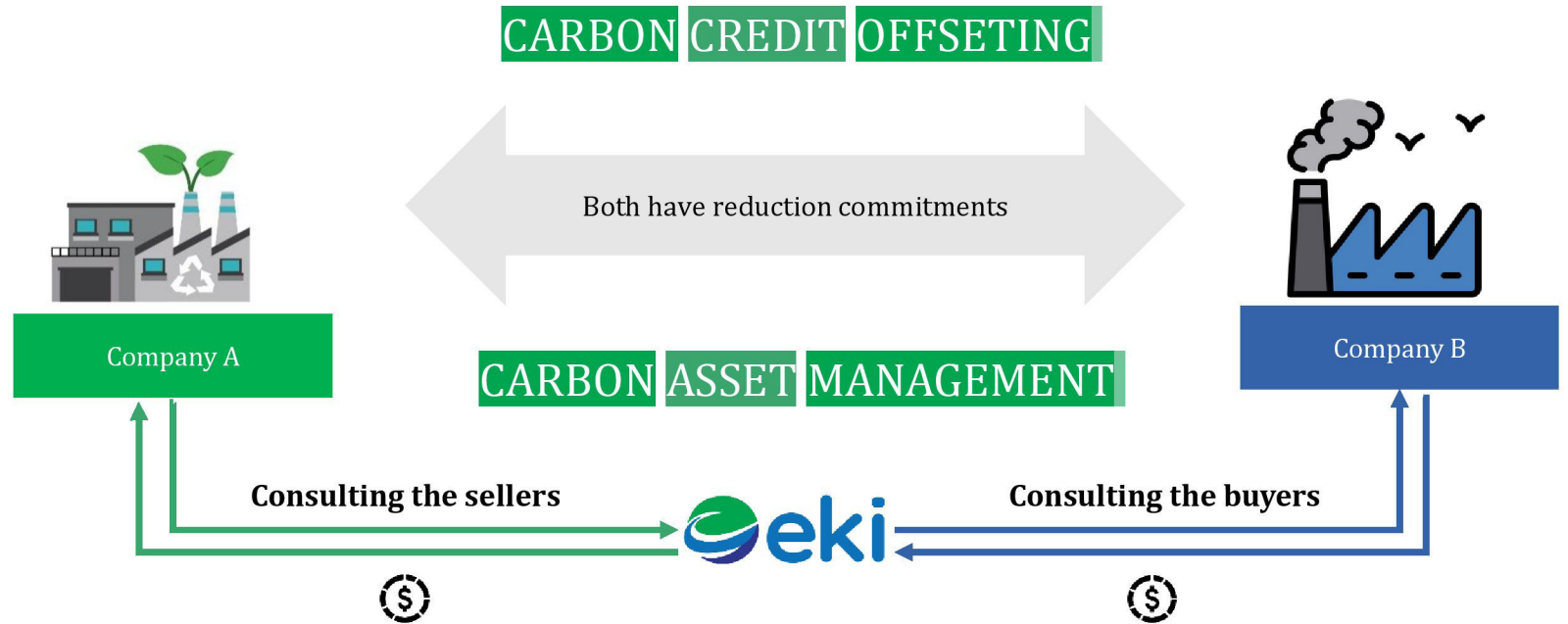
- Listed on BSE (SME Segment)
- JV agreement with Shell Overseas Investments B.V (The Netherlands) for NBS projects
- Started new business verticals of sustainability reporting

2022

- Increased focus on community-based projects
- Imbided new brand identity for a new journey to increase climate action
- Commenced operations of improved cookstove manufacturing plant
- Committed to becoming net-zero by 2030
- Company will mobilize 1 billion credits in next 5 yrs

OUR OFFERINGS

WHAT?



We offer carbon sustainability advisory services to a wide range of projects such as bio-methanation, renewable power, waste management, energy efficiency and water purification.

We provide advisory services for the validation, registration, monitoring, verification and issuance and supply of eligible carbon credits.

A carbon credit is a tradable certificate, which permits its holder, a right to emit, over a certain period, carbon dioxide or other greenhouse gases. One carbon credit is equal to one ton of carbon dioxide.

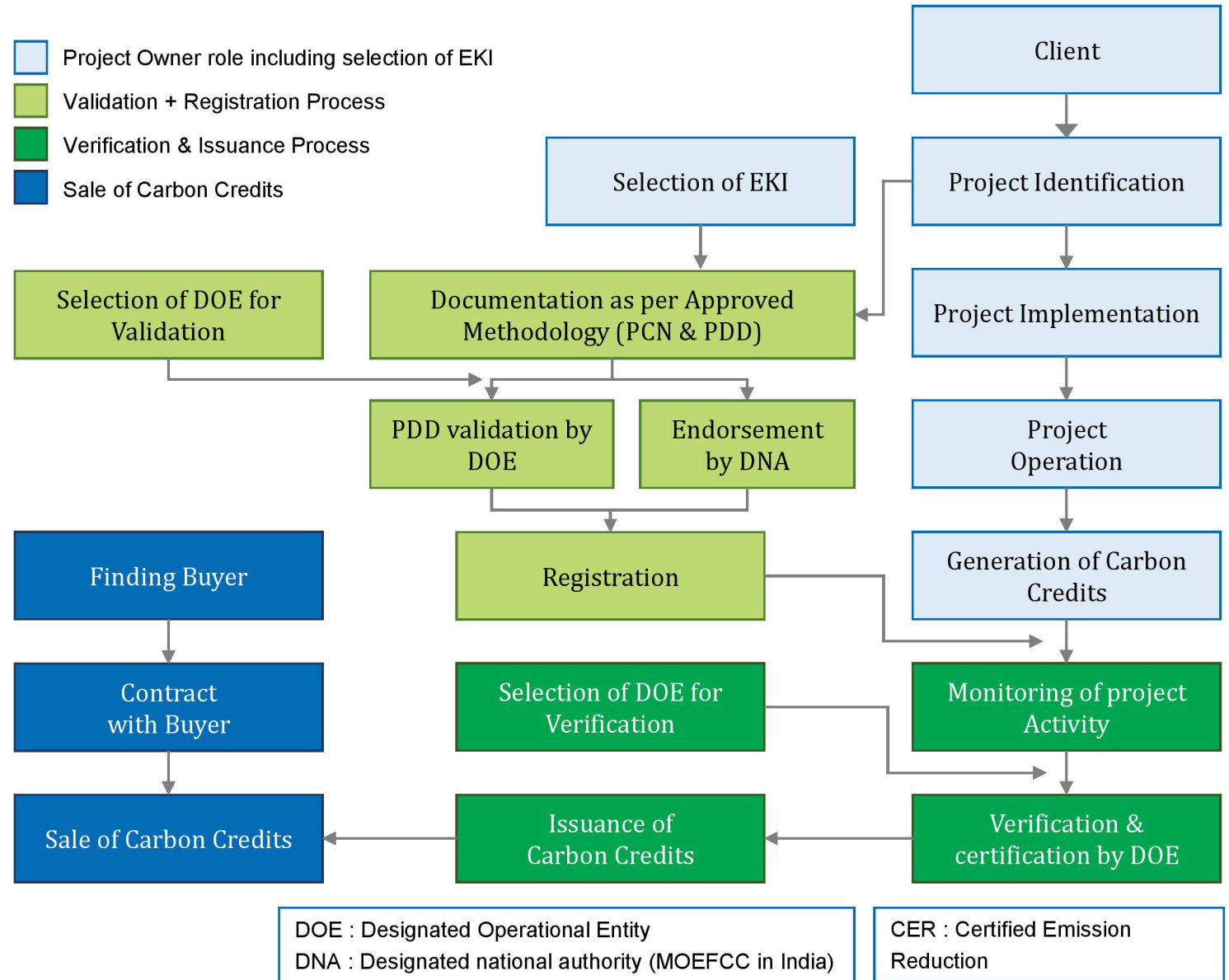
Once companies have decided to acquire carbon offsets to achieve their carbon neutrality goals, the next decision is to select the appropriate type of carbon offset.

We identify buyers of carbon credits across countries and corresponding suitable supplier. The company studies the project requirements, credibility, quantum and profile of the buyer to offer the suitable credits at a competitive price and complete the transaction.

We also locate sellers internationally with the requisite carbon credits. Before executing any contract, it is ensured that the credits are quantifiable and verified by a third party.

OUR BUSINESS PROCESS

HOW?



OUR GLOBAL REACH

WHERE?



We have a widespread global presence which makes carbon credit supply easy and performs towards sustaining global environment

Working with leading brands and leaders across the world, EKI is dedicated towards crafting a healthier happier future to live in.

OUR TARGET MARKET

WHY?



137 Countries have committed to work toward net zero emissions by 2050 and to enhance their international climate pledges

Corporates around the World are aiming for carbon neutrality on Compliance and Voluntary basis

*Global Compliance
Carbon Credit
Market Size
€238 Bn*



*Global Voluntary
Carbon Credit
Market Size
\$473 Mn*

*Data are as per online websites

India, Target Date – 2070 to reduce its carbon footprint by 30-35% from its 2005 levels by 2070 and is aiming to outperform those goals.

UK, Target Date – 2050 The UK already passed a framework law for cutting emissions in 2008, setting a net zero target by 2050

Germany, Target Date – 2045 net zero emissions by 2045. The cabinet adopted a 65% emissions reduction by 2030, 85-90% by 2040 & net zero emissions by 2045



USA, Target Date – 2050 On a climate platform committed to aim for net zero emissions by 2050

European Union. Target Date – 2050 The EU is working towards a bloc-wide 2050 net zero emissions target

China, Target Date – 2060 China would strive to achieve carbon neutrality by 2060. The country would adopt “more vigorous policies and measures” to peak emissions before 2030

OUR ESTEEMED PARTNERSHIPS

TOGETHER, WE WILL
ACCELERATE SUSTAINABLE
GROWTH



OUR INTERNATIONAL CLIENTS



THE WORLD BANK

World Bank Group



**International
Monetary
Fund (IMF)**

International Monetary Fund



UNOPS

**The United Nations Office
for Project Services**

SIEMENS

Ingenuity for life

Siemens AG, Germany



KenGen

Energy for the nation

**Kenya State Electricity
Generation Company, Kenya**



TRANS-ASIA
RENEWABLE ENERGY

**Trans-Asia Renewable,
Philippines**



Hedcor
HYDRO ELECTRIC
DEVELOPMENT CORP.

**Hedcor Sibulan
Philippines**



e n e r g y
DEVELOPMENT CORPORATION

Burgos Wind Farm, Philippines



Pacific Light

Pacific Light, Singapore



XUAN THIEN GROUP

Xuan Thien Group



HALCOM

Halcom Vietnam JSC



Southern Hydropower JSC

OUR NATIONAL PRIVATE CLIENTS

OUR NATIONAL PSU'S CLIENTS

NTPC	NHPC	Airports Authority of India	Indore Smart City Development	Oil and Natural Gas Corporation	M.P. Paschim Kshetra Vidyut Vitaran Co.	Moil	Rajasthan State Mines and Minerals
Hindustan Petroleum	Indian Oil Corporation	Housing & Urban Development Corporation	India Tourism Development Corporation	Kerala State Electricity Board	Maharashtra State Board of Technical Education	National Research Centre on Camel	Balmar Lawrie & Co.
Gail	Central Water & Power Research Station	Uttarakhand Power Corporation	Bharat Petroleum Oil & Gas Company	Khadi and Village Industries Commission	Ministry of New and Renewable Energy	Ordinance Factory	India Meteorological Department

International partnerships provides us a platform for product innovation



Membership with IETA (International Emissions Trading Association)



Global Gold Consultant of Carbon Disclosure Project (CDP)



Membership with Confederation of Indian Industry(CII)



Member of UNFCCC CNN

OUR ASSOCIATION AND EMPANELMENT (Cont'd)



Services Exports Promotion Council

RESC International

I am SME of India

BEE ESCO INDIA



Solar Baba Turkey



World Biogas Association



Forum Energy Technology

UNSURPASSED OPPORTUNITY

**WORLD'S NEXT BIG
SUNRISE INDUSTRY**



NET ZERO EMISSIONS PLEDGE

- ✓ 137 countries have committed to work toward net zero emissions by 2050 and to enhance their international climate pledges under the Paris Agreement
- ✓ Corporates around the World are aiming for carbon neutrality



GROWING USAGE

- ✓ Companies are increasingly using internal carbon pricing to reduce emissions across their value chains
- ✓ Introduction of industry specific emission reduction guidelines such as CORSIA increased global demand for carbon credits



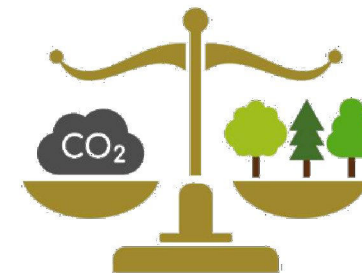
INDIA'S CLIMATE COMMITMENTS

- ✓ India's international climate commitments include a reduction goal in GHG emission intensity of GDP by 33-35% until 2030 (compared to 2005 levels) and a target to increase the share of non-fossil fuel energy sources to 40% by 2030. India is pledged to achieve net zero carbon emissions by 2070



CHANGING REGULATIONS

- ✓ Stringent regulations and implementation of carbon pricing (emissions trading systems (ETS) and carbon taxes) around the World are expected to drive demand for carbon credits in the near term



NEW BUSINESS AVENUES

- ✓ Community (Green cooking, Clean water) & nature based projects (forest, sustainable agriculture), waste management, green hydrogen, etc.



BUSINESS OPPORTUNITIES



The large portfolio and on-the-ground support allow organizations to choose projects aligned with their brand, business and sustainable development goals

Company is constantly identifying projects within & outside Indian territory that reduce carbon emissions, protect biodiversity, and deliver measurable benefits aligned with the aims of the Kyoto Protocol, Paris Agreement and the UN Sustainable Development Goals.

EXISTING

Solar Energy



Wind Energy



Hydro Energy



Energy Efficiency Projects



Waste Management

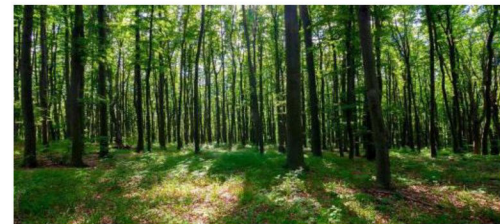


Sewage Treatment Plant



NEW

Nature-based Solutions



Community based Projects



Green Hydrogen



+1,000 Carbon credit projects in the portfolio as on date, consisting of above

Nature Based Solutions Consultancy



JV agreement with Shell to extend carbon consultancy services in nature-based solutions projects. This JV will provide its expertise in climate sustainability projects.

Community Based Projects



- We provide Improved Cookstoves (ICS) to rural households globally with an aim to empower them with energy-efficient and cleaner cooking alternatives. We offer end-to-end supply chain facility for generation of carbon credits through projects.
- Entered into an agreement with global energy giant for implementation of 1 mn+ Improved Cook Stoves ("ICS") in FY2022-23.
- New projects like LED, clean drinking water etc

Sustainability



Solutions for sustainability reporting including Sustainability Report Preparation, GRI Reporting and BRSR Reporting.



1,00,000+ cook stoves distributed till date

1mn+ cook stove order for implementation

Order book of ₹ 200 Cr

GHG REDUCTION TECHNOLOGIES PVT. LTD.

- ✓ Backward integration of carbon credit supply chain through community development projects
- ✓ Operative since April 2022; currently manufacturing 1 lakh cookstove per month with capacity of 1.2 Mn+ units
- ✓ Strategic management of the carbon credit supply chain
- ✓ Environment friendly solution to community and helps to reduce GHG emission
- ✓ Conservation of forest and biodiversity; Reduction in firewood consumption
- ✓ Community wellbeing through employment creation, savings in health cost, enhancement of indoor air quality inside homes

Providing Improved Cook stoves (ICS) to discerning households globally

Other future projects like safe & clean water / LED implementation etc projects for community development and further strengthen the carbon credit supply chain

Operations:

Manufacturing and distribution of improved cook stoves (ICS)

End-to-end management of carbon credit supply to companies across the world by GHG Reduction Tech Pvt. Ltd. in close consultation with EKI

PARTNER WITH SHELL OVERSEAS INVESTMENTS B. V. (THE NETHERLANDS)

Objectives

- ✓ Providing offsets to emissions through Nature Based Solutions in the areas of forestry, agriculture including agroforestry, horticulture, grasslands, wetlands, blue carbon, peatlands etc.



Operational Highlights

- ✓ Company is providing consultancy services to develop NBS projects
- ✓ **Shell** will provide project finance for the implementation of NBS projects
- ✓ JV is now operational and expected to onboard projects by end of May 2022 worth ₹ 150 Cr+

JV Corporate Structure	EKI Energy Services Limited	Shell Overseas Investments B.V.
Shareholding Structure	51%	49%
No. of Directors	2	2

LOOKING AHEAD

IMAGINE A NET-ZERO WORLD. A WORLD
WHERE HUMANITY HAS COME TOGETHER
AND DEFEATED THE CLIMATE CRISIS..

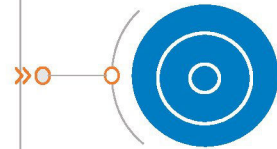


KEY STRATEGIES



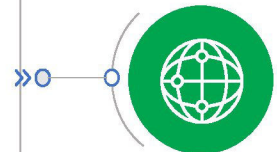
Addition of new clients & projects across the Globe

With the acquisition of new talent pool and development of existing human capital, Company is aiming to enter into new geographies across the Globe, where it see huge potential for climate change advisory services & acquisition of carbon credits projects



Backward integration to Project Owners

EKI will further strengthen the backward integration of the carbon credit supply chain through environment-friendly projects that also enable community upliftment i.e., cookstove, biogas, tree plantation, etc., amongst others



Increasing our international presence in carbon footprint management

Company intends to continue to expand its end-user client base in the developed countries such as Germany, U.S.A, Australia etc. Its strategy to supply carbon offsets directly to the end-users will result in higher profit margins.



Focus on brand building & marketing initiatives

Company has plans to continue investing in various brand building & marketing initiatives i.e., sponsorship in national & international industrial events, media advertisements, enhancing social media presence and creating awareness on carbon credits with Government and public.

SATISFACTION AND SUSTAINABILITY KEY TO GROWTH


In addition, the Company is constantly looking for new growth avenues including acquisitions/partnerships to play a bigger role in global carbon asset management




KEY TAKEAWAY




13+ years of advisory experience in the innovative and high growth climate change industry




Well established network of 1000+ greenhouse gas efficient projects



Global corporate commitment to become a net-zero company by 2030



Fully integrated end to end solutions for clients to achieve their carbon neutrality goals



Experienced management team leading 200+ professionals across continents



WE ARE PERFORMANCE DRIVEN

**BALANCED ROADMAP
FOCUSSING ON
PLANET AND PROFITS**

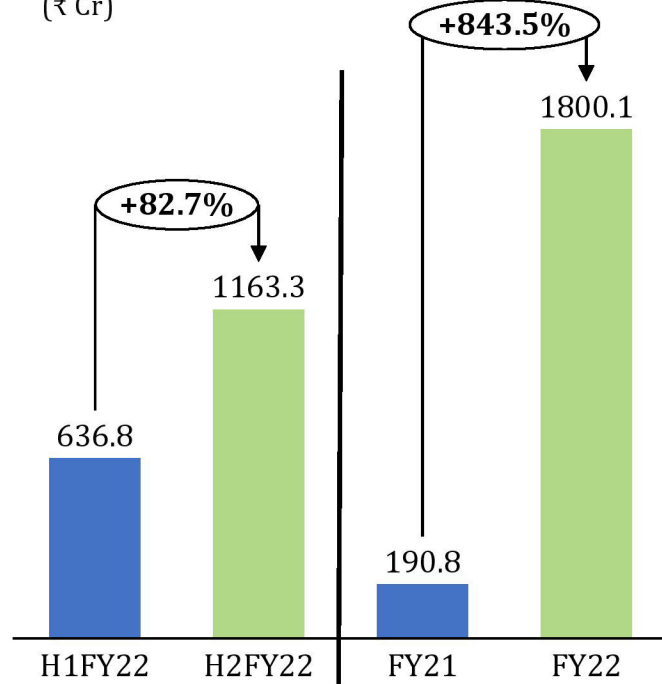


EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY



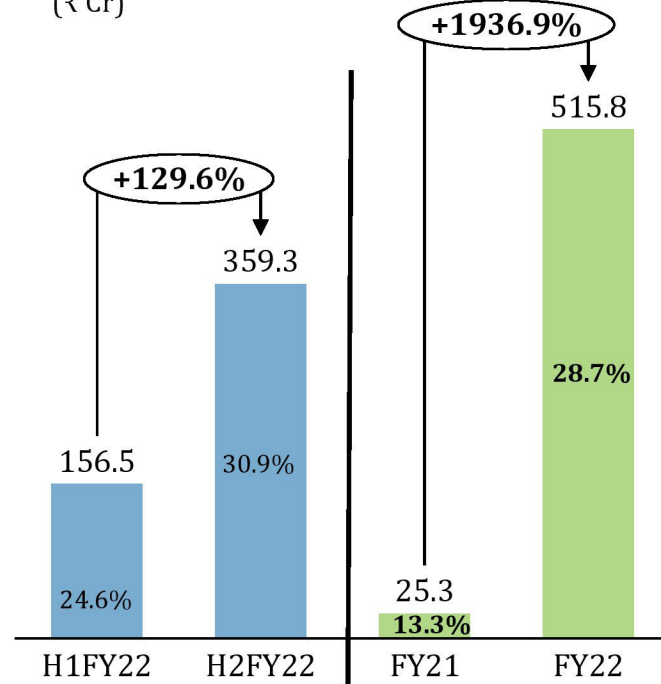
Revenue from Operations

(₹ Cr)



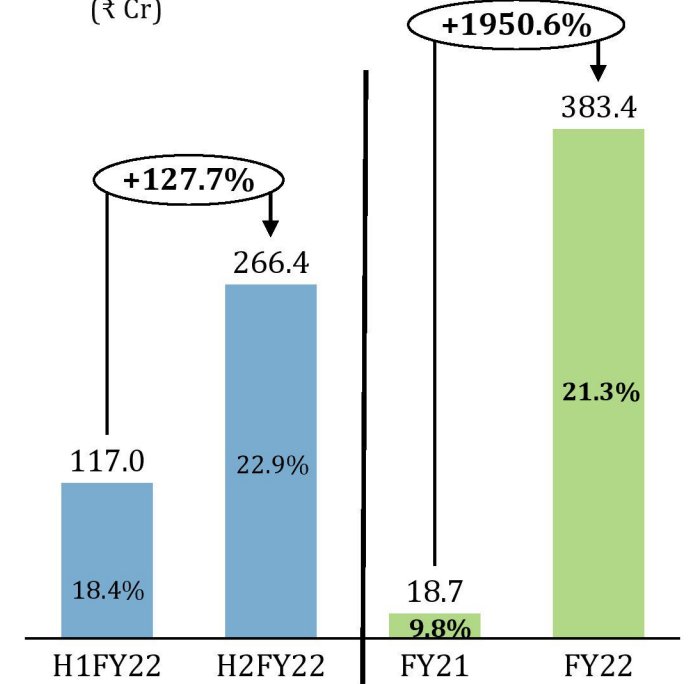
EBITDA & EBITDA Margins

(₹ Cr)



Profit after Tax & PAT Margins

(₹ Cr)



- Board has approved issuance of bonus shares as well as migration to main board, subject to approvals
- Declared and paid interim dividend of ₹ 20/ share for FY21-22

Notes:

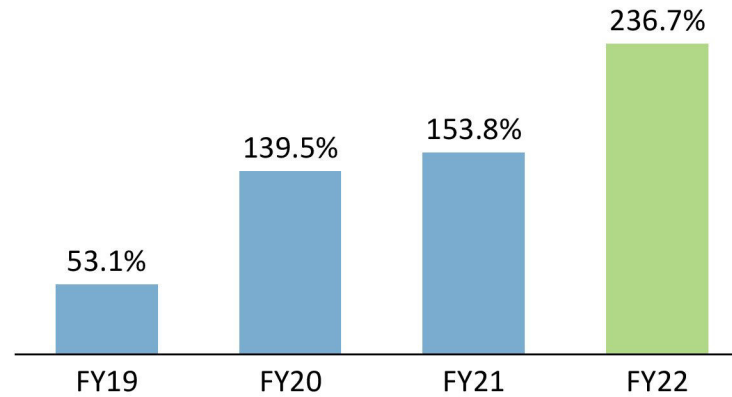
1. Other income has been excluded from EBITDA calculations

FOCUSSED ON CAPITAL EFFICIENCY

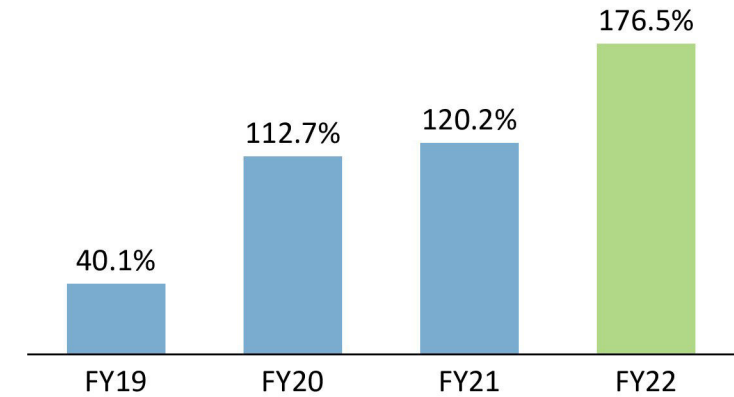
SATISFACTION AND SUSTAINABILITY KEY TO GROWTH



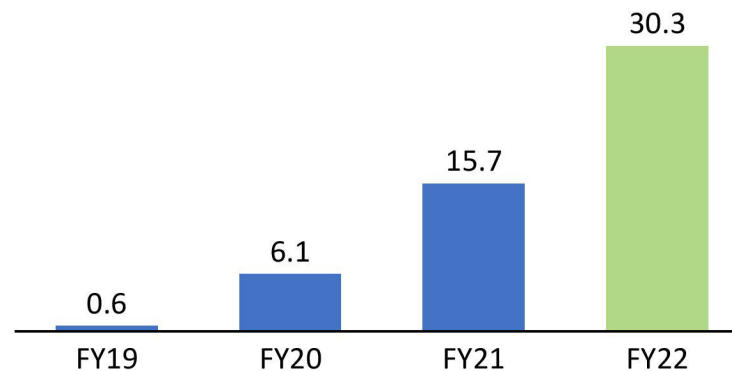
Return on Capital Employed (%) #



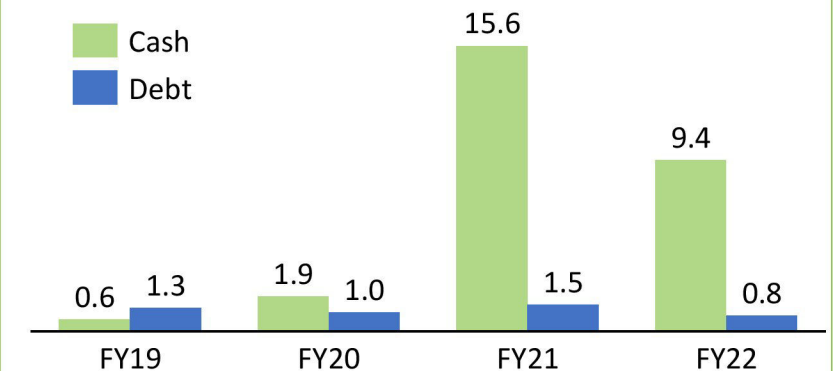
Return on Equity (%) *



Cash Flow from Operations (₹ Cr)



Cash & Debt Balance (₹ Cr)



ROCE = EBITDA / Average Capital Employed

* ROE = PAT / Average Net worth

FINANCIAL PERFORMANCE

Particulate (₹ Cr)	H2FY22	H1FY22	H2 vs H1	FY22	FY21	Y-o-Y
Revenue from Operations	1,163.3	636.8	82.7%	1,800.1	190.8	843.5%
Cost of Materials consumed	871.6	533.2		1,404.8	149.7	
Purchase of stock-in-trade	0.0	0.0		0.0	0.0	
Changes in Inventories	-115.0	-81.0		-195.9	0.0	
Manufacturing Expenses	0.0	0.0		0.0	0.0	
Power Cost	0.0	0.0		0.0	0.0	
Employee Benefits Expense	16.7	8.6		25.3	8.5	
Other Expenses	30.6	19.6		50.2	7.3	
EBITDA	359.3	156.5	129.6%	515.8	25.3	1936.9%
EBITDA %	30.9%	24.6%		28.7%	13.3%	
Depreciation and Amortisation Expense	0.4	0.2		0.6	0.4	
Finance Costs	0.2	0.4		0.6	0.3	
Other Income	0.8	0.4		1.2	0.2	
PBT	359.5	156.3	130.0%	515.8	24.9	1970.3%
PBT Margin	30.9%	24.5%		28.7%	13.1%	
Exceptional Items	0	0		0.0	0.0	
Tax Expenses	93.1	39.3		132.5	6.22	
PAT	266.4	117.0	127.7%	383.4	18.7	1950.6%
PAT %	22.9%	18.4%		21.3%	9.8%	

Notes:

1. Other income has been excluded from EBITDA calculations

BALANCE SHEET STATEMENT

Equity & Liabilities (₹ Cr)	Mar'22	Mar'21
Equity Share Capital	6.9	5.1
Reserves & Surplus	402.7	19.9
Total Equity	409.5	24.9
Non Current liabilities		
1. Borrowing	0	0.8
2. Lease Liabilities	0	0
Provisions	0.4	0.2
Deferred tax Liabilities (Net)	0	0.0
Other Non-Current Liabilities	0.1	0.0
Total Non-Current Liabilities	0.5	0.92
Current Liabilities		
(i) Short Term Borrowings	0.8	0.7
(ii) Lease Liabilities	0	0.0
(iii) Trade Payables	106.4	12.4
Other Current Liabilities	1.1	0.26
Provisions	42.6	0.48
Total Current Liabilities	151.0	13.8
Total Equity & Liabilities	561.0	39.6

Assets (₹ Cr)	Mar'22	Mar'21
Property, plant and equipment	9.2	1.1
Capital Work-in-Progress	4.0	0.0
Intangible Assets	0.0	0.0
Intangible Assets under development	0.0	0.0
Non current investments	17.9	4.5
Deferred Tax Assets (Net)	0.1	0.1
Other Financial Assets	0.0	0.0
Other Non Current Assets	0.9	0.6
Total Non-Current Assets	32.1	6.3
Current Assets		
(i) Inventories	195.9	0.0
(ii) Trade Receivable	140.1	6.5
(iii) Cash and Cash Equivalents	9.4	15.6
(iv) Current investments	25.9	0.3
(v) Short term Loans and Advances	57.1	1.3
Other Current Assets	100.5	9.6
Total Current Assets	528.9	33.3
Total Assets	561.0	39.6