



TRANSITIONING WORLD
TO A MORE
**SUSTAINABLE
& LOW-CARBON
FUTURE**

Q1 FY2022
Earnings Presentation

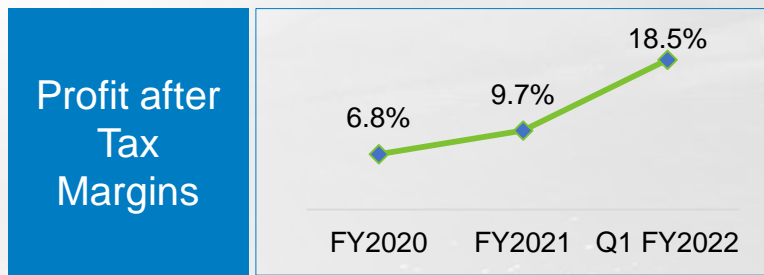
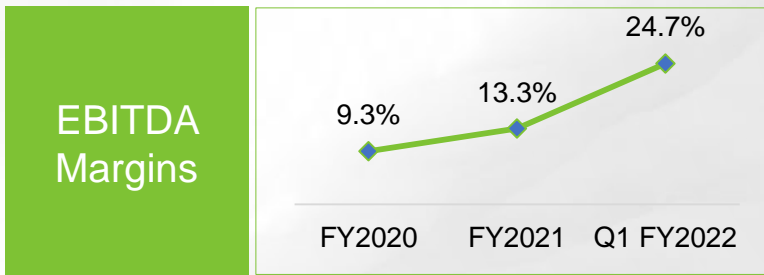
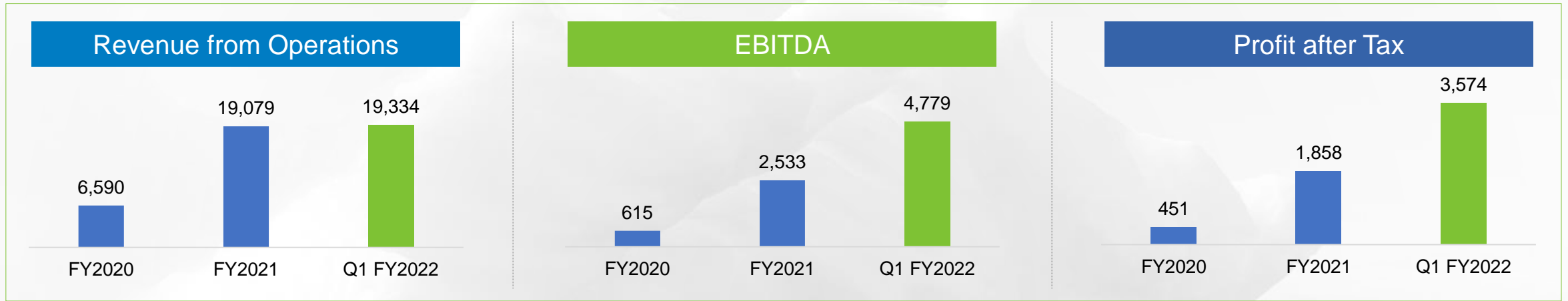
 **EnKing**[®]
INTERNATIONAL
World's Largest Carbon Credit Developer & Supplier

EKI ENERGY
SERVICES LIMITED

www.enkingint.org

EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY

(Rs. in Lakhs)



Performance Snapshot

- Robust revenue growth and improved margins supported by strong demand of carbon credits and improved pricing
- Increasing market awareness for net zero emissions and changing regulations to control emissions level driven demand for carbon credit
- EBITDA margins expanded to 24.7%, while PAT margins improved to 18.5%
- Earnings Per Share of Rs. 51.99

MANAGEMENT PERSPECTIVE

Commenting on the results and performance, Chairman and Managing Director, Mr. Manish Dabkara:



Mr. Manish Dabkara,
Chairman & Managing Director

During Q1 FY2022, we continued to build upon the strong growth momentum of the previous year and delivered another quarter of stellar performance. These strong numbers are driven by increasing market awareness for net zero emissions, increased demand from major markets especially from America and European countries and improved pricing of carbon credits. During the quarter we delivered robust growth across segments. Our major business segment Climate Change & Sustainability Advisory and Carbon Offsetting reported a revenue of Rs. 193 Cr in Q1 FY2022 as compared to Rs. 190 Cr in full year FY2021. The growth has been supported by significantly improved margin levels. The Company has reported a EBITDA margins of 24.7% while PAT margins also improved to 18.5%.

As part of our ongoing business expansion and entering into new geographies, during the quarter EKI Energy has entered into a non-binding agreement to acquire a 51% stake in SustainPlus Rise. This company is a Pune-based multi-disciplinary advisory and consultancy firm specialized in climate resilience services. The acquisition will strengthen EKI Energy's operations with forward integration into the area of sustainability reporting for exchange listed companies.

Furthermore, as part of the efforts to reward our employees by fully aligning their interests with EKI Energy and retaining talent, during the quarter the board of directors has approved a scheme for the issuance of 6.5 Lakh shares under employee stock option plan (ESOP).

Going forward, in line with our business expansion strategy, we will continue to identify new projects which can reduce carbon emissions, enhance biodiversity and deliver measurable benefits to the environment and society. With strong business fundamentals, innovative offerings and an increasing client base, we are confident of maintaining growth momentum and creating a value for all shareholders.

FINANCIAL PERFORMANCE

Rs. In Lakhs	Q1 FY2022	FY2020	FY2021
Revenue from Operations	19,334	6,590	19,079
Other Income	15	8	23
Total revenue	19,349	6,599	19,102
Direct Expenses	13,998	5,310	14,967
Gross Profit	5,350	1,288	4,135
<i>Margins</i>	27.7 %	19.5 %	21.6 %
Other Expenses	557	665	1,579
EBITDA*	4,779	615	2,533
<i>Margins</i>	24.7 %	9.3 %	13.3 %
Depreciation and Amortization	9	20	39
EBIT	4,784	603	2,517
<i>Margins</i>	24.7 %	9.1 %	13.2 %
Finance Cost	8	9	25
Profit Before Tax	4,776	594	2,492
<i>Margins</i>	24.7 %	9.0 %	13.0 %
Tax Expenses	1,202	143	634
Profit After Tax	3,574	451	1,858
<i>Margins</i>	18.5 %	6.8 %	9.7 %
Basic EPS (Rs.)	51.99	8.94	36.79

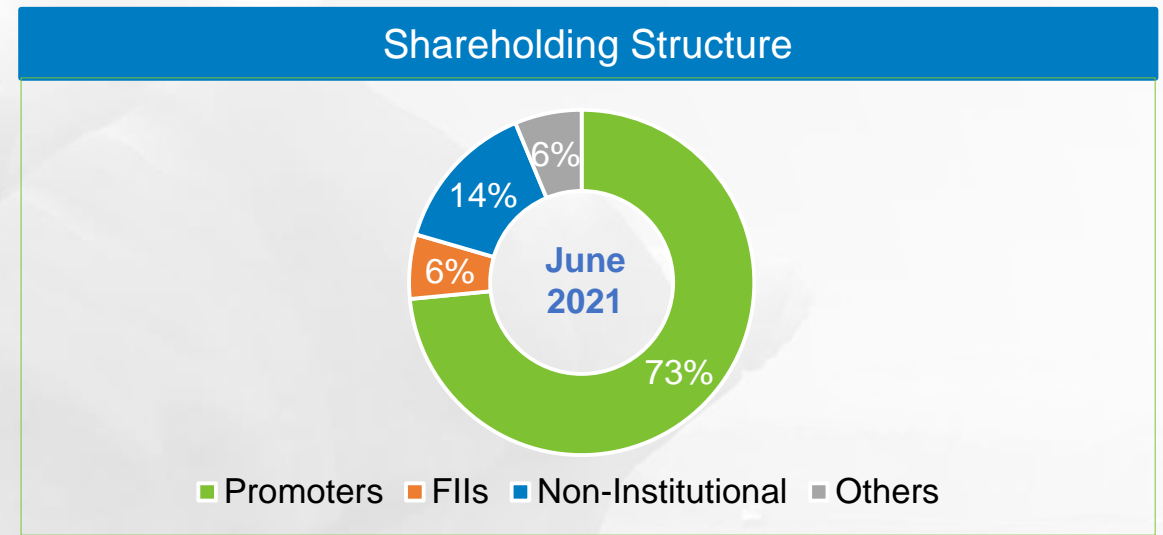
Notes:

1. Other income has been excluded from EBITDA calculations.
2. All the figures has been rounded off to nearest lakhs.

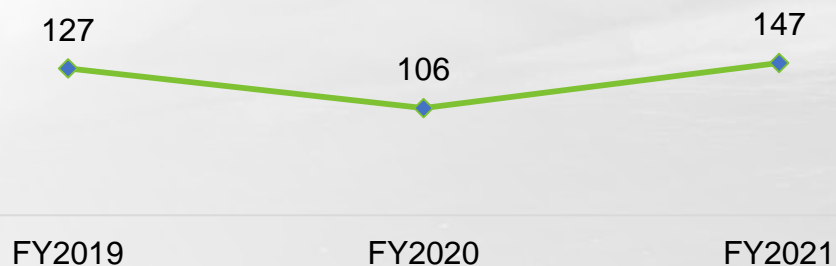
CAPITAL STRUCTURE

A net cash positive balance sheet reflects strong business fundamentals

(Rs. Lakhs)	FY2020	FY2021
Long Term Borrowings	91	76
Short Term Borrowings (including current maturities)	15	70
Total Borrowings	106	147
Cash and Cash Equivalents	192	1,560
Net Debt	(86)	(1,414)
Shareholder Equity	621	2,478
Debt to Equity	0.17x	0.06x

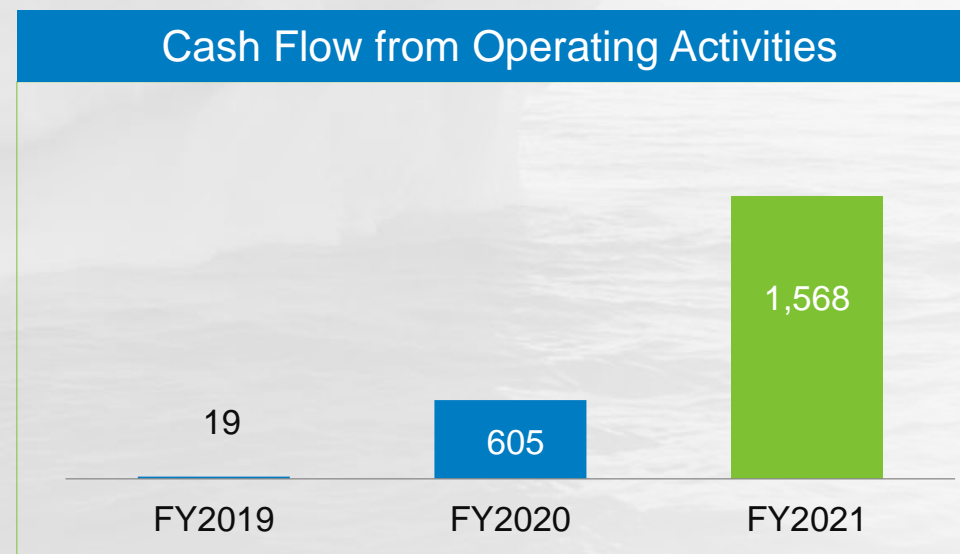
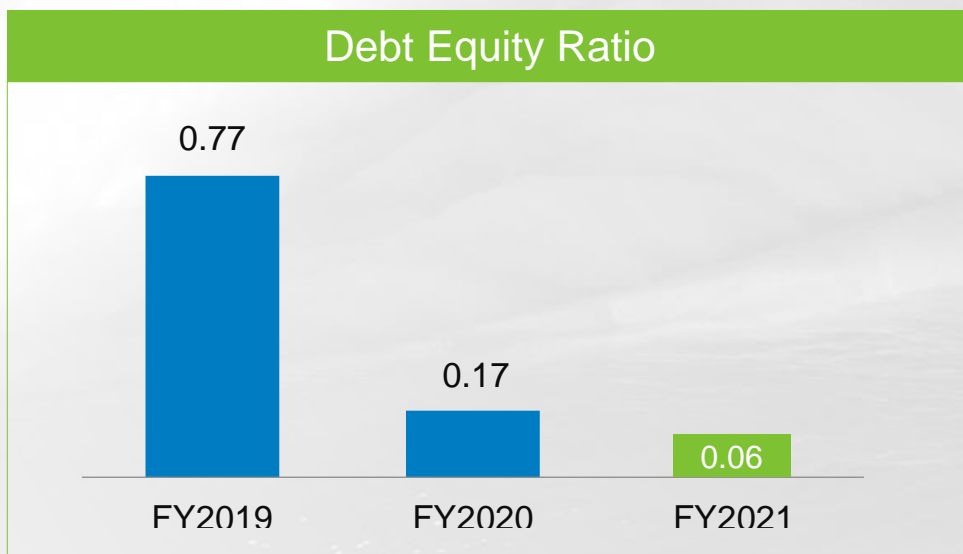
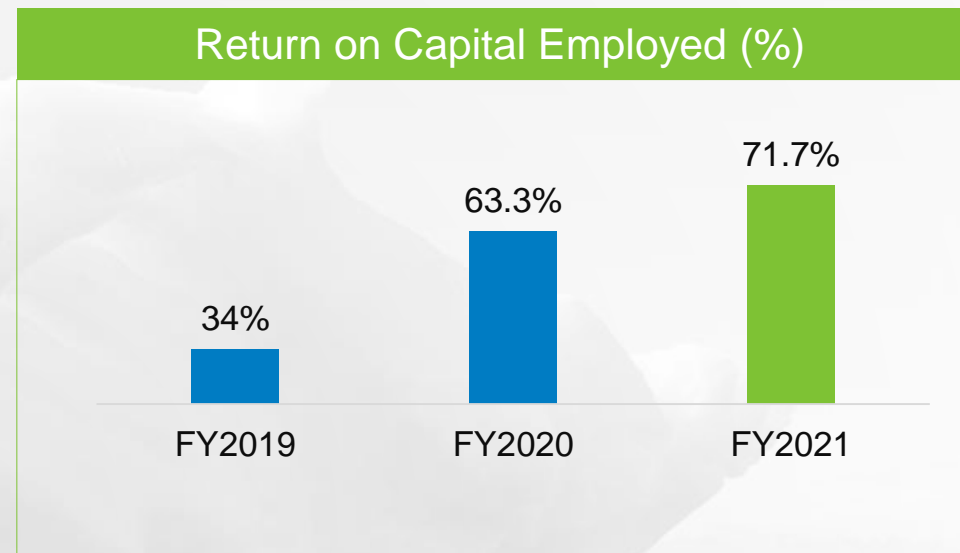
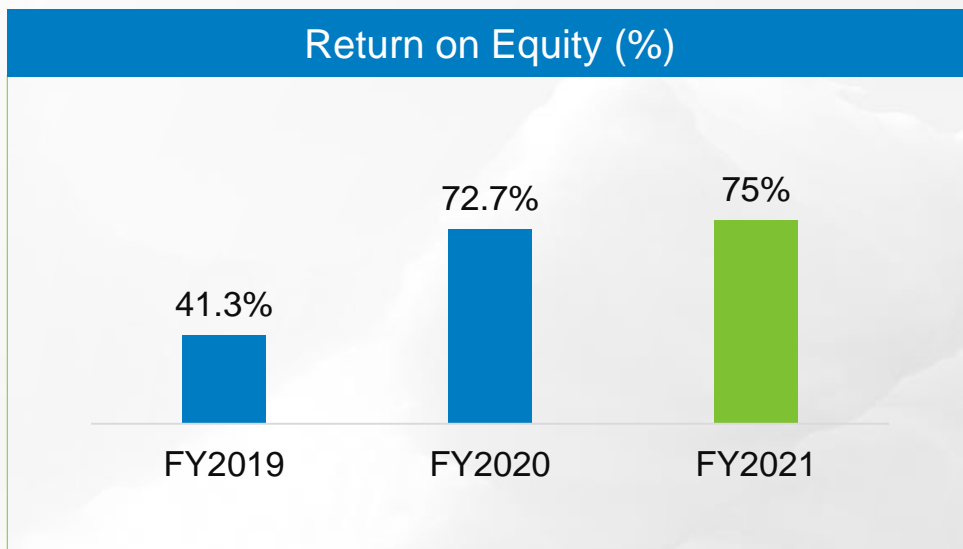


Total Borrowings (Rs. Lakhs)



- In FY2021, raised Rs. 18.6 Cr through IPO. Issued new equity shares of 18.24 lakh
- Continues to strengthen balance sheet through debt reduction and effective working capital management

CASH FLOW GENERATION WITH NEGLIGIBLE DEBT



BALANCING ECONOMIC DEVELOPMENT AND ENVIRONMENT GLOBALLY



Climate Change, Sustainability Advisory and Carbon Offsetting Service

We offer climate sustainability advisory services that includes advisory in respect of climate change, GHG policy, low-carbon transformation strategy, GHG emissions inventory & registry, appropriate mitigating actions as well as climate change action plan. We also provide carbon offsetting service that involves the validation, registration, monitoring, verification, issuance and supply of eligible carbon credits.

Business Advisory and Other Services



ISO Advisory

We provide integrated solutions for ISO standards implementation.



Electrical Safety Audits

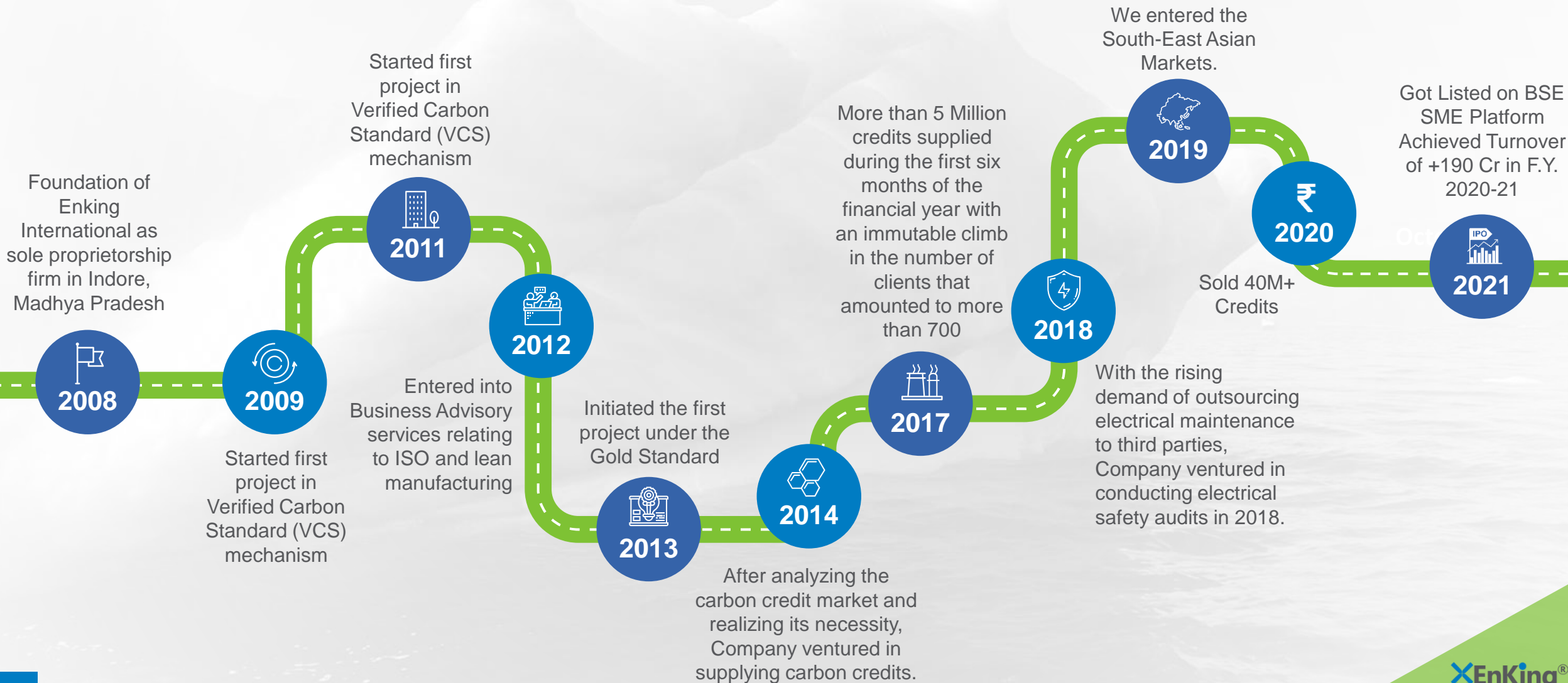
We offer a systematic approach to evaluate potential hazards and recommend corrective measures for improvement in electrical installations.



Lean Manufacturing Advisory:

Under this, we implement appropriate lean tools & techniques (such as Kaizen, 5S, JIT, SOP etc.), at client's unit leading to value creation.

OUR STORY OF UNLOCKING TRUE POTENTIAL AND GROWTH



OUR BUSINESS PROCESS

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.

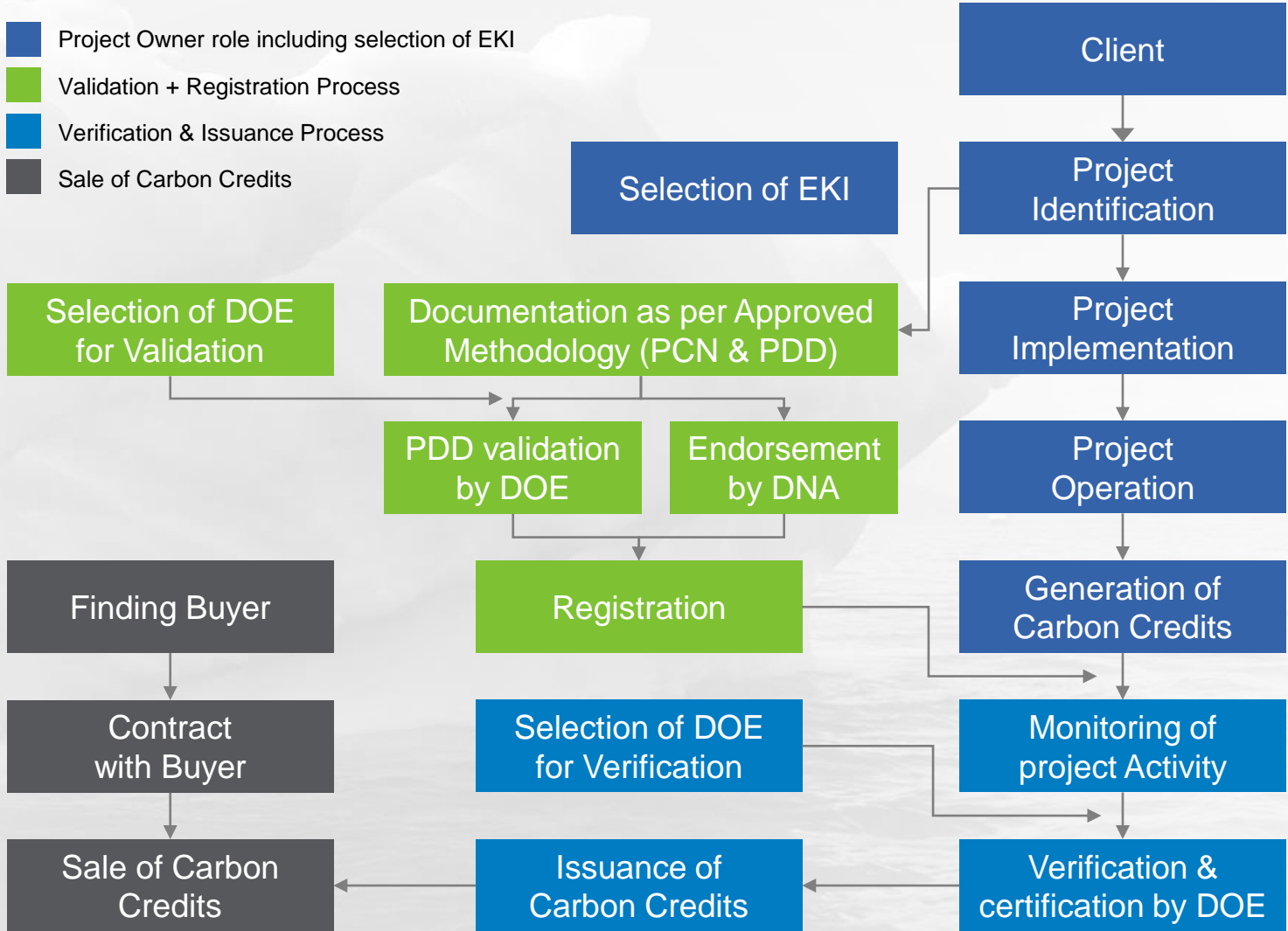
A carbon credit is a tradable certificate, which permits its holder, a right to emit, over a certain period, carbon dioxide or other greenhouse gases. One carbon credit is equal to one ton of carbon dioxide.

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 purchasers 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.

- PCN : Project Concept Note
- PDD : Project Design Document
- DOE : Designated Operational Entity
- DNA : Designated national authority (MOEFCC in India)
- CER : Certified Emission Reduction

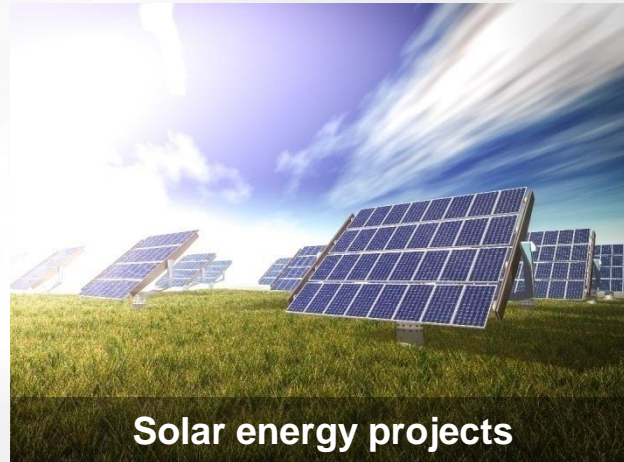


TRANSFORMATIVE PROJECTS IN PORTFOLIO

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.

+900

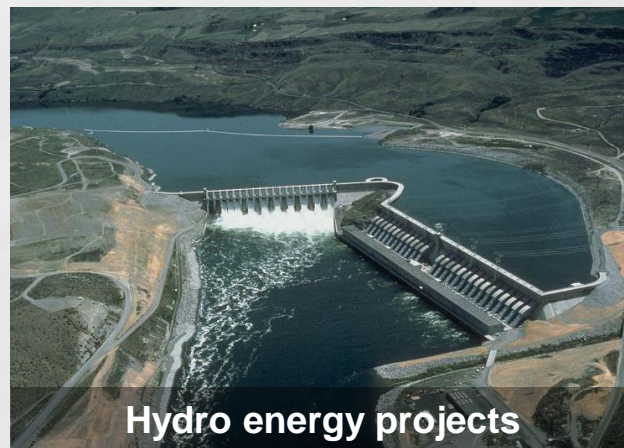
Carbon credit projects in the portfolio as on date, consisting of



Solar energy projects



Wind energy projects



Hydro energy projects

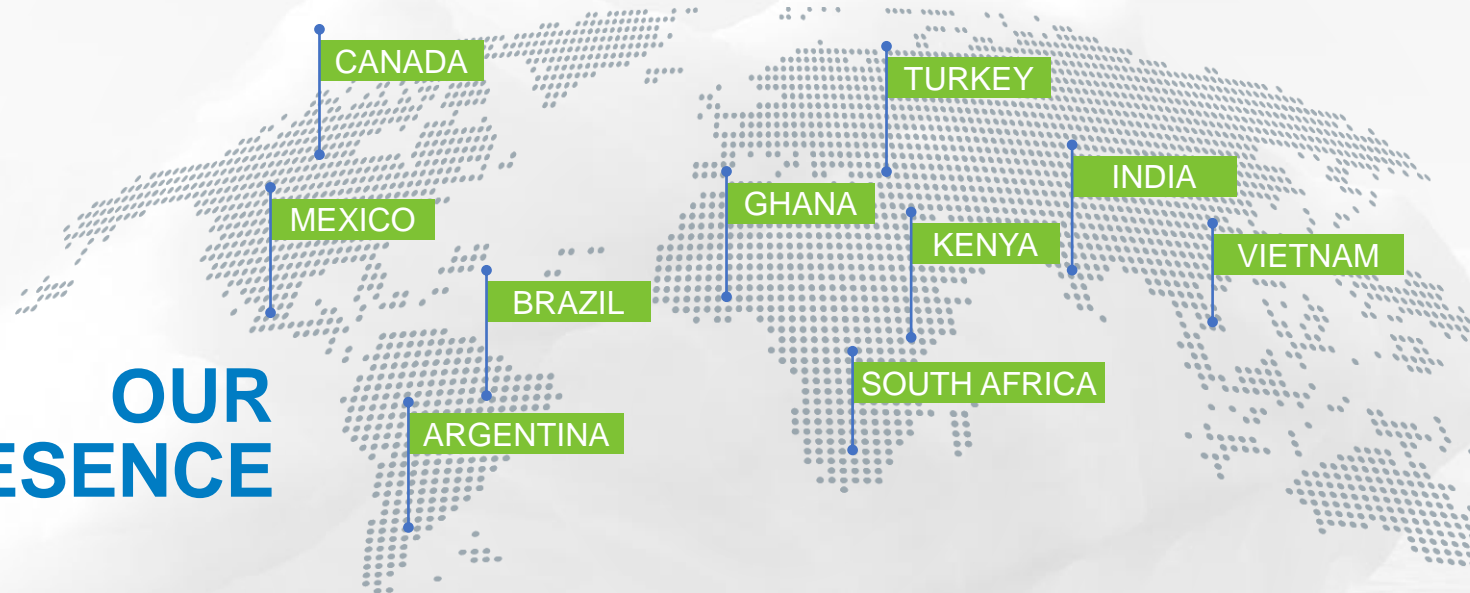


Other energy efficient projects

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

WORKING WITH LEADING BRANDS AND PUBLIC LEADERS ACROSS THE WORLD

OUR PRESENCE



Total clients served so far

+2,000

PROMINENT ASSOCIATION AND EMPANELMENT

International partnerships provides us a platform for product innovation



Empanelment with CDC (Consultancy Development Centre, Govt. of India) for consultancy development and knowledge management



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

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

Seimens AG, Germany



KenGen

Energy for the nation

Kenya State Electricity Generation Company, Kenya



TRANS-ASIA
RENEWABLE ENERGY

Transa Asia Renewable, Philippines



Hedcor
HYDRO ELECTRIC DEVELOPMENT CORP.

Hedcor Sibulan Philippines



e n e r g y
DEVELOPMENT CORPORATION

Burgos Wind Farm, Philippines



PacificLight

Pacific Light, Singapore



XUAN THIEN GROUP

Xuan Thien Group



HALCOM

Halcom Vietnam JSC



Southern Hydropower JSC

NATIONAL CLIENTS



RG Sonthalia Group



SB Energy



Acme Solar Group



Mytrah Energy Limited



Fortum India



Hero Future Energies



GMR



Polyplex Hydro



IDFC (Vector Green)



Indian Railways



Greenko Group



Aditya Birla group



JSW



Hira Group



Torrent Power



LANCO



Baidyanath Renewable Energy



GVK



Adani



SEMB Corp (Green Infra Group)



Hindustan Zinc Limited



CK Birla Group



Mahindra Susten



Emami Group



Jakson Solar



RSPL



Renew Power



Avaada Energy



Azure Power



Jaypee Group



Rajasthan Gum Private Limited



Hetero Wind (Hetero Pharmacy group)



Panama Renewable Energy

NATIONAL PSU'S CLIENTS



Bharat Petroleum
Oil & Gas
Company



Balmar Lawrie &
Co. Limited



Gail Limited



India
Meteorological
Department



Oil and Natural
Gas Corporation
Limited



M.P. Paschim
Kshetra Vidyut
Vitaran Co.
Limited



Moil
Limited



Rajasthan State
Mines and
Minerals Limited



Hindustan
Petroleum
Corporation
Limited



Indian Oil
Corporation
Limited



Housing & Urban
Development
Corporation
Limited



India Tourism
Development
Corporation
Limited



Kerala State
Electricity Board
Limited



Maharashtra State
Board of Technical
Education



National Research
Centre on Camel



NHPC
Limited



Airports Authority
of India



Central Water &
Power Research
Station



UPCL
Uttarakhand Power Corporation Ltd
Corporate Identity No. U40309RJ2001SGC023967

Uttarakhand
Power Corporation
Limited



NTPC
Limited



Khadi and Village
Industries
Commission



Ministry of New
and Renewable
Energy



Ordinance
Factory



Indore Smart City
Development
Limited

INDUSTRY GROWTH DRIVERS

Net Zero Emissions by 2050:

More than 70 countries have committed to work toward net zero emissions by 2050 and to enhance their international climate pledges under the Paris Agreement

Growing Usage:

A growing number of companies are using internal carbon pricing to reduce emissions across their value chains. In 2019, about 1,600 companies disclosed that they currently use internal carbon pricing or that they anticipate doing so within two years

India's International Climate Commitments:

India's international climate commitments include a reduction goal in greenhouse gas (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.

High Volume of Carbon Credits:

More than 14,500 registered crediting projects to date, generating almost 4 billion tCO₂e of cumulative carbon credits



Benefits of buying carbon credits to Organizations

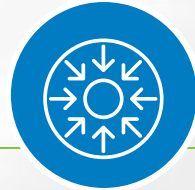
- › Meeting the regulatory compliances
- › Building a reputation for leadership on climate and sustainable development
- › Winning new customers and increasing brand loyalty among existing ones by enhancing brand and product differentiation
- › Increasing brand awareness and positioning products in key markets
- › Attracting investors

KEY STRATEGIES OF THE COMPANY



Addition of new clients & projects across the Globe

With the acquisition of new talent pool, 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.



Backward integration to Project owners

Company has plans to do backward integration of its carbon credit business by investing in low-cost environmental projects in India i.e. Cook stove, Biogas, tree plantation etc., so that it can generate and sell carbon credits as Project owners.



Increasing our international presence in carbon footprint management

Company intends to continue to expand its end-users client base in the developed countries such as Germany, U.S.A, Australia etc. Its strategy to sell directly to the end-users will result in elimination of middlemen and higher profit margins to the Company.



Increasing tender participation

Going forward, Company plans to expand the electrical safety audit and business excellence advisory services by increasing its participation in tenders and by building relationship with private & public players, particularly, banks and oil & gas sector companies, where huge potential lies for electrical safety audits.



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 in public.

INVESTMENT RATIONALE



Over 12 years of advisory experience in the innovative and high growth climate change industry



Well established network of 600+ greenhouse gas efficient projects



Year 2035: global corporate commitment to becoming net carbon zero companies



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



Experienced management team leading 120+ professionals across continents



Proven track record of shareholder value creation:

FY2021 Revenues Rs. 191 Cr, EBITDA Margins 13.3% and 4 year Revenue CAGR of 201%



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