

July 29, 2022

To,
BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai-400001.

Scrip Code: 543284
Symbol: EKI

Subject: Investor Presentation

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 Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2022.

The Investor Presentation will also be made available 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 Sahu
Company Secretary & Compliance Officer



Encl: a/a

CARBON NEUTRAL
COMPANY



EKI Energy Services Limited

Investor Presentation – July 2022

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EKI AT A GLANCE



3000+

Clients served in
40+ Countries

1000+

Projects

200+

Employees with
13+ years of
experience

180+ million
credits supplied

2.6X

Growth in
Revenues YoY

3.0X

Growth in
EBITDA YoY

3.0X

Growth in PAT
YoY

**Manufacturing
facility started**

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

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+

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

- Committed to become net-zero by 2030
- Continued strong focus on community-based projects
- New brand identity reflecting our increased focus on climate action
- Listed on Main Board BSE
- Bonus issue in ratio of 3:1 (three shares for every one share held)
- Expanding global presence – offices in Switzerland, Singapore

OUR OFFERINGS



We offer carbon sustainability advisory services to a wide range of projects such as bi-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.

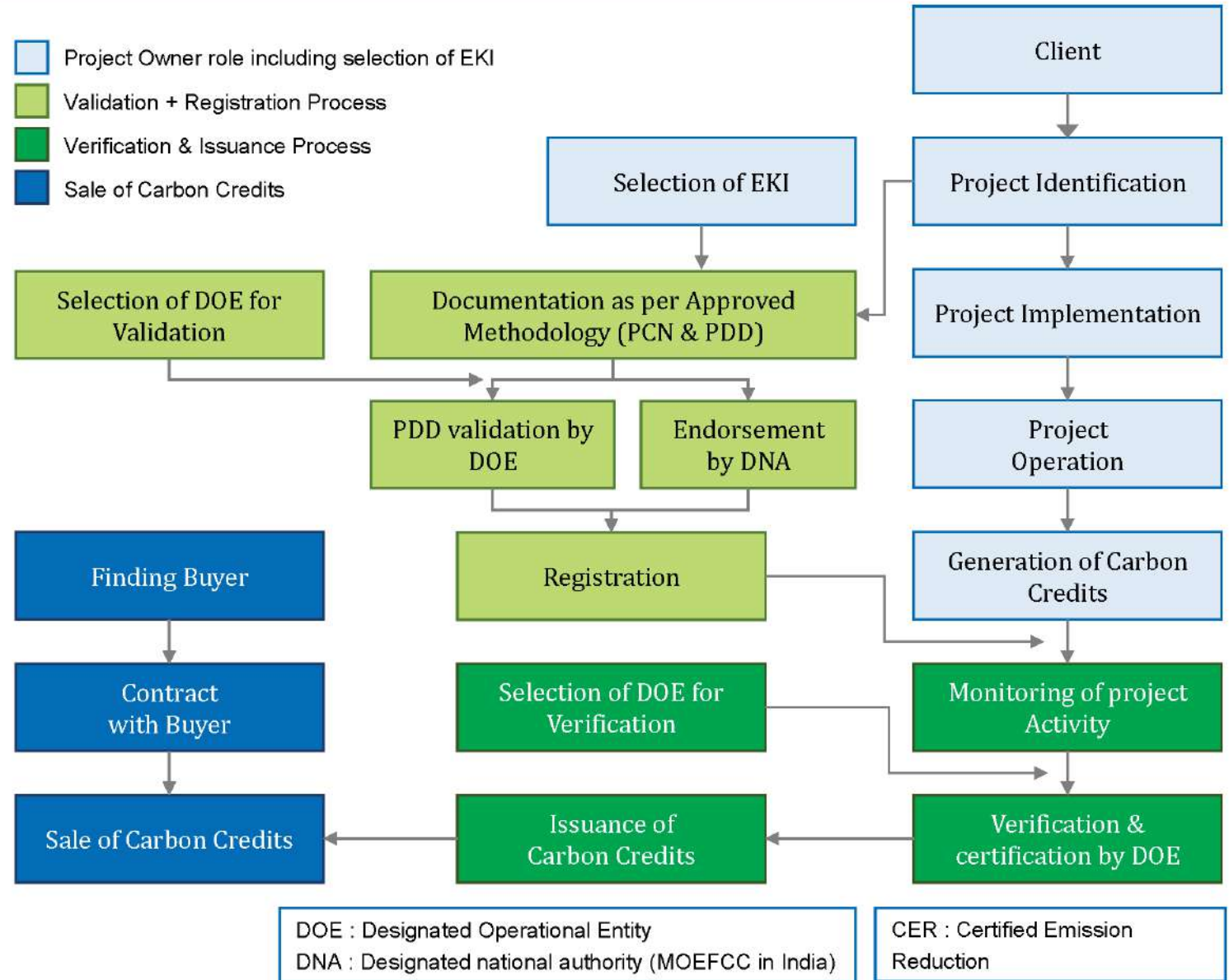
Once companies have decided to acquire carbon offsets to achieve their carbon neutrality goals, the next decision is to select the appropriate type of carbon offset.

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?



90+ 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 - 2030 to reduce its carbon footprint by 45% from its 2005 level and achieve net zero by 2070.

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



Shell, Singapore



Volkswagen,
Germany



e n e r g y
DEVELOPMENT CORPORATION

Burgos Wind Farm, Philippines



Pacific Light

Pacific Light, Singapore



XUAN THIEN GROUP

Xuan Thien Group, Korea



HALCOM

Halcom , Vietnam



Southern Hydropower JSC,
Vietnam

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



UPCL

Uttarakhand Power Corporation Ltd
Corporate Identity No. UAR/180/2015/SC/02587

Uttarakhand Power Corporation



Bharat Petroleum Oil & Gas Company



Khadi and Village Industries Commission

GOVERNMENT OF INDIA
MINISTRY OF NEW AND RENEWABLE ENERGY

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)



ASSOCHAM



Global Gold Consultant of Carbon Disclosure Project (CDP)



Confederation of Indian Industry

Membership with Confederation of Indian Industry(CII)



Federation of Indian Chambers Of Commerce and Industry



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

- ✓ 90+ 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
- ✓ Maritime initiatives is yet another positive step towards rehabilitating the planet that will enable in the growth of the carbon market



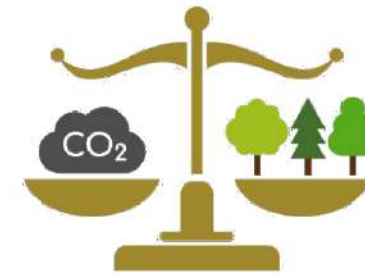
INDIA'S CLIMATE COMMITMENTS

- ✓ 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, LED, Clean water etc.) & 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 & others for implementation of 1 mn+ Improved Cook Stoves ("ICS") in FY2022-23.
- Fast progressing on implementing new projects like LED, clean drinking water, etc

Sustainability



Our new sustainability vertical provides end-to-end strategic advisory & solutions that enable businesses to future proof their climate action roadmap and ESG mandates.

BACKWARD INTEGRATION



1,34,000+ cook stoves distributed till date

1mn+ cook stove for implementation

Order book of ₹ 130+ Cr

GHG REDUCTION TECHNOLOGIES PVT. LTD.

- ✓ Strengthening the backward integration of carbon credit supply chain through community development-based projects
- ✓ Started manufacturing cook stoves in Nashik plant in April 2022 with capacity of 1.2mn+ units per year. Increasing capacity up to 5mn units in a phased manner
- ✓ 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 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



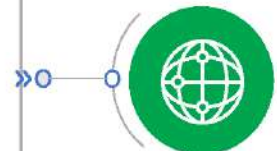
Addition of new clients & projects across the Globe

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
- Proprietary capital earmarked by EKI to support community and nature based projects



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



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

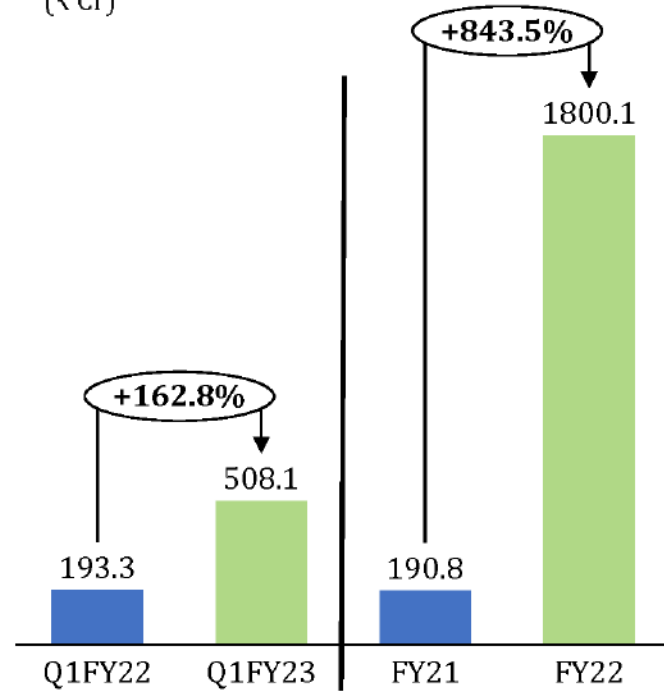
PLANET AND PROFITS



EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY

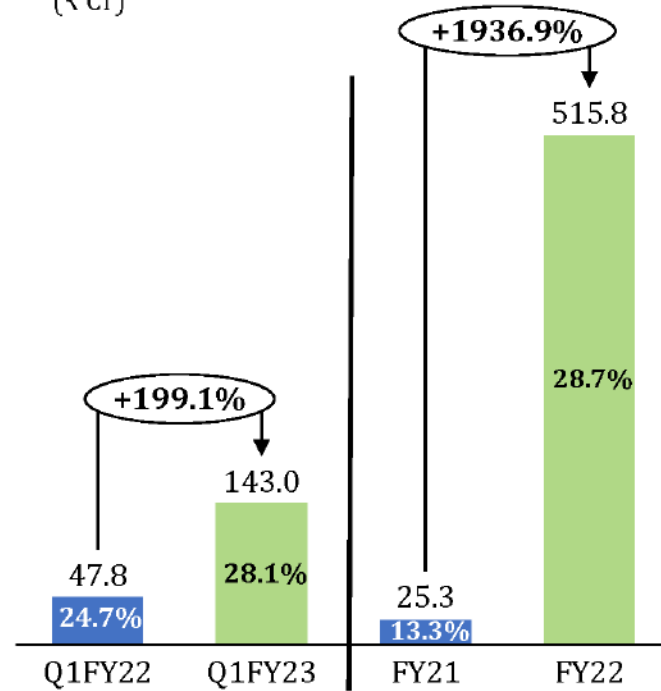
Revenue from Operations

(₹ Cr)



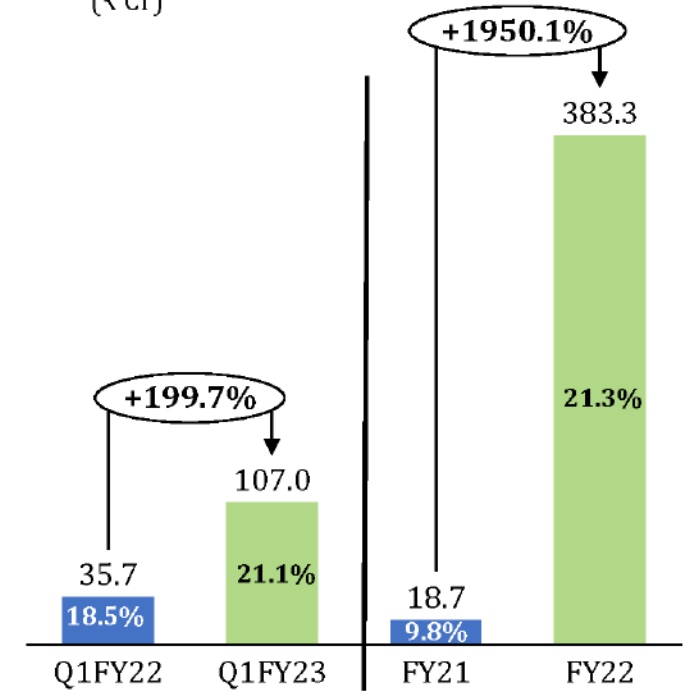
EBITDA & EBITDA Margins

(₹ Cr)



Profit after Tax & PAT Margins

(₹ Cr)



- *Successful migration to main board BSE*
- *Issued bonus shares in ratio of 3:1 (three shares for every one share held)*

Notes:

1. Other income has been excluded from EBITDA calculations

FOCUSSED ON CAPITAL EFFICIENCY

SATISFACTION AND SUSTAINABILITY KEY TO GROWTH



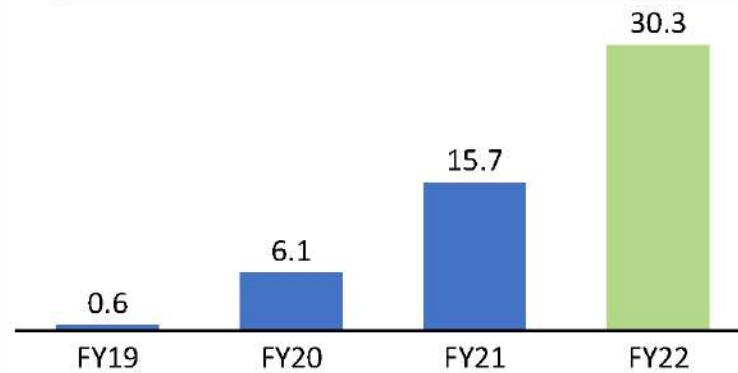
Return on Capital Employed (%) #



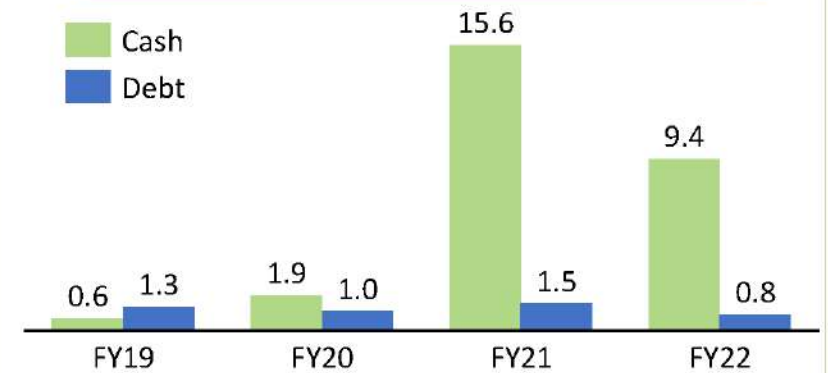
Return on Equity (%) *



Cash Flow from Operations (₹ Cr)



Cash & Debt Balance (₹ Cr)



ROCE = EBITDA / Average Capital Employed

* ROE = PAT / Average Net worth

FINANCIAL PERFORMANCE (STANDALONE)

Particulate (₹ Cr)	Q1FY23	Q1FY22	Q-o-Q	FY22
Revenue from Operations	508.1	193.3	162.8%	1800.1
Purchase of stock-in-trade	301.7	136.1		1333.1
Changes in Inventories	11.9	-14.4		-195.9
Employee Benefits Expense	10.3	3.8		25.3
Other Expenses	41.2	20.0		121.8
EBITDA	143.0	47.8	199.1%	515.8
EBITDA %	28.1%	24.7%		28.7%
Depreciation and Amortisation Expense	0.7	0.1		0.9
Finance Costs	0.3	0.1		0.6
Other Income	0.5	0.1		1.3
PBT	142.5	47.7	198.6%	515.6
PBT Margin	28.0%	24.7%		28.6%
Exceptional Items				
Tax Expenses	35.5	12.0		132.4
PAT	107.0	35.7	199.7%	383.3
PAT %	21.1%	18.5%		21.3%

Notes:

1. Other income has been excluded from EBITDA calculations

ANNEXURES

VITAL LINK BETWEEN THE
CORPORATES AND
ENVIRONMENT



BOARD STRUCTURE (as on June 30, 2022)

Manish Kumar Dabkara Chairman & Managing Director



- 14+ years of experience in carbon credit, climate change & allied services.
- Instrumental in the development of more than 1000 projects.
- Master of Technology in Energy Management, Bachelor of Engineering in Electrical & Electronics Engineering & Certified Energy Auditor & Manager

Naveen Sharma Whole Time Director



- 13+ years of experience in carbon credit, climate change & allied services
- Supplied more than 180 million credits till date
- Bachelor of Mechanical Engineering, MBA

Sonali Sheikh Whole-time Director



- 10+ years of experience in HR, Admin, finance, compliance and bidding process
- Expert in ISO implementation, business advisory and electrical safety audits
- MBA & BSc

Priyanka Dabkara Non -Executive Director



- 10+ years of experience in finance & investments
- Expertise in Fund Management
- MCA & BCA

Burhanuddin Maksiwala Independent Director



- 7+ years experience in the field of Secretarial, legal and SEBI compliance of Companies
- B.com, CS (Practicing Company Secretary)

Ritesh Gupta Independent Director



- 20+ years experience in the field of Corporate Law
- Company Secretary, M. Com, MBA, LLB, Insolvency Professional



Environment

- Our projects are aligned with Kyoto Protocol, Paris Agreement and the UN SDGs
- Committed to protect land, natural resources and biodiversity
- Initiated plantation drive program along with its employees within the nearby community
- Focused on transition to renewable energy; Placed solar panel located at the rooftop of its registered office
- Introduced "Green Initiative" policy across its business division and departments to reduce paper waste.
- Introduced Cloud based applications to transfer and store files/data

Social

- For social upliftment, contributed ₹ 21.19 lakh in Multi specialty hospital cum medical college for world class medical education facility

Awards

- Best Carbon credit company for the year 2022 by EQ Magazine
- MD & CEO has awarded Fortune 40 under 40 for the year 2022
- Most promising brand of 2021 by The Economic Times
- The company was also adjudged as the "Best Broker" and "Best Trading Company" in the Environmental Finance Annual Market Ranking Awards of 2020

THANK YOU



EKI Energy Services Ltd

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