

January 23, 2024

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

Scrip Code: 543284
Symbol: EKI

Subject: Investor Presentation on unaudited financial results for the quarter and nine months ended December 31, 2023.

Dear Sir(s),

Pursuant to regulation 30 of the SEBI (Listing Obligations 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 and nine months ended December 31, 2023.

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 Sahu
Company Secretary & Compliance Officer

Encl: a/a



CARBON NEUTRAL COMPANY

EKI Energy Services Limited
EnKing International



Investor Presentation Q3 FY24

Safe Harbor

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Contents



- 1** Company Overview
- 2** Financial Performance
- 3** Key Strategic Initiatives
- 4** Future Outlook and Business Opportunities
- 5** Environment and Social Initiatives



COMPANY OVERVIEW

Our Vision



Vision Statement

“

Imagine a ‘Net-Zero’ world. A world where humanity has come together and defeated the climate crisis. Where sustainability is prime consideration in all human activity. Where, through focused innovation, both technological progress and energy generation are in harmony with the environment.

At EKI, we believe that if we lead by example and enable communities to take positive collective actions, we can bring about this ideal world. A low-carbon, Net- Zero, sustainable world where the environment doesn’t need protection. This is the dream that spurs us on everyday.

”

3,500+ Clients

40+ Countries

225+ Employees

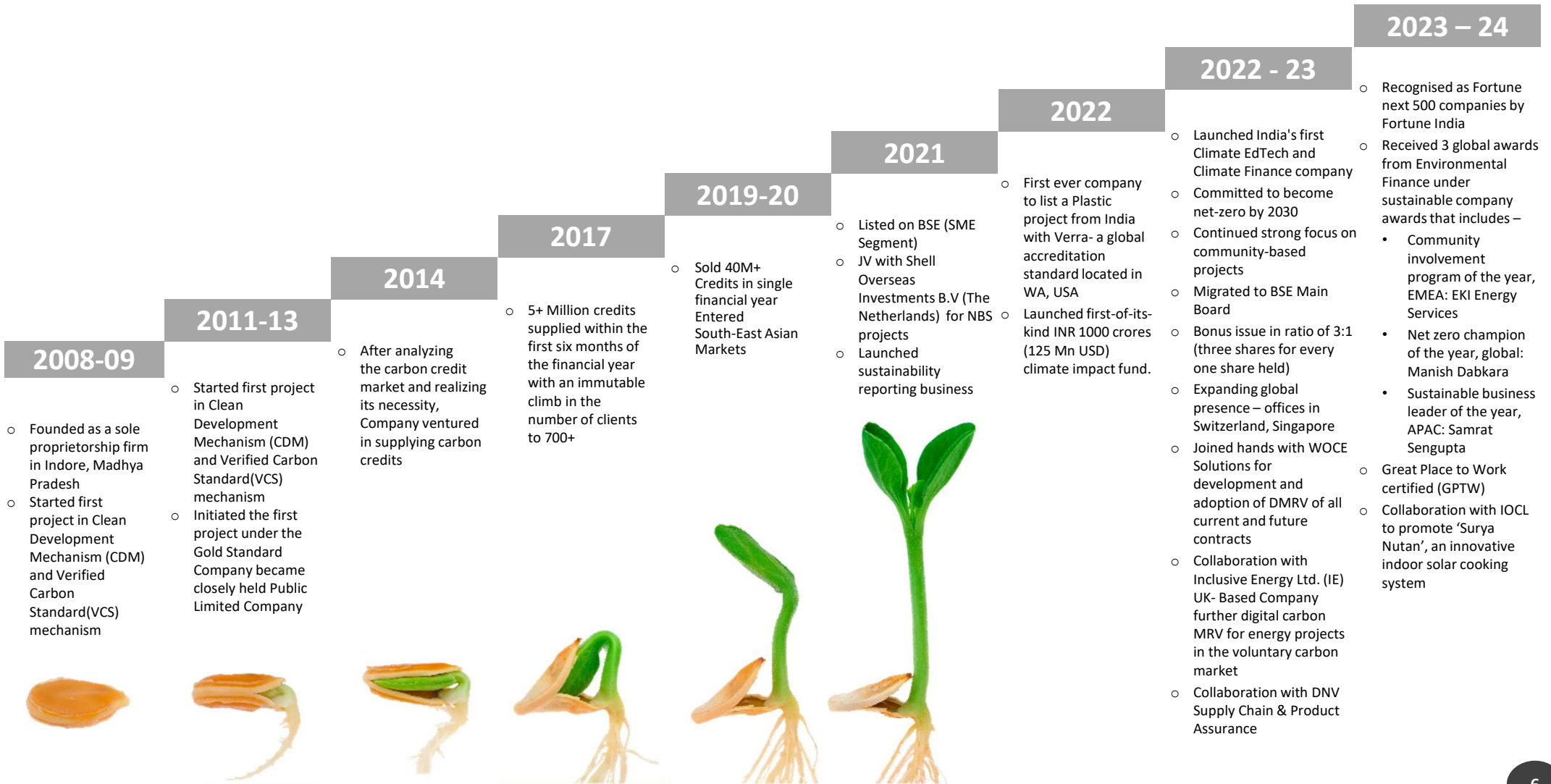
Collectively leadership has
60+ years of experience in
carbon market

200+ Mn credits mobilised

1000+ Projects



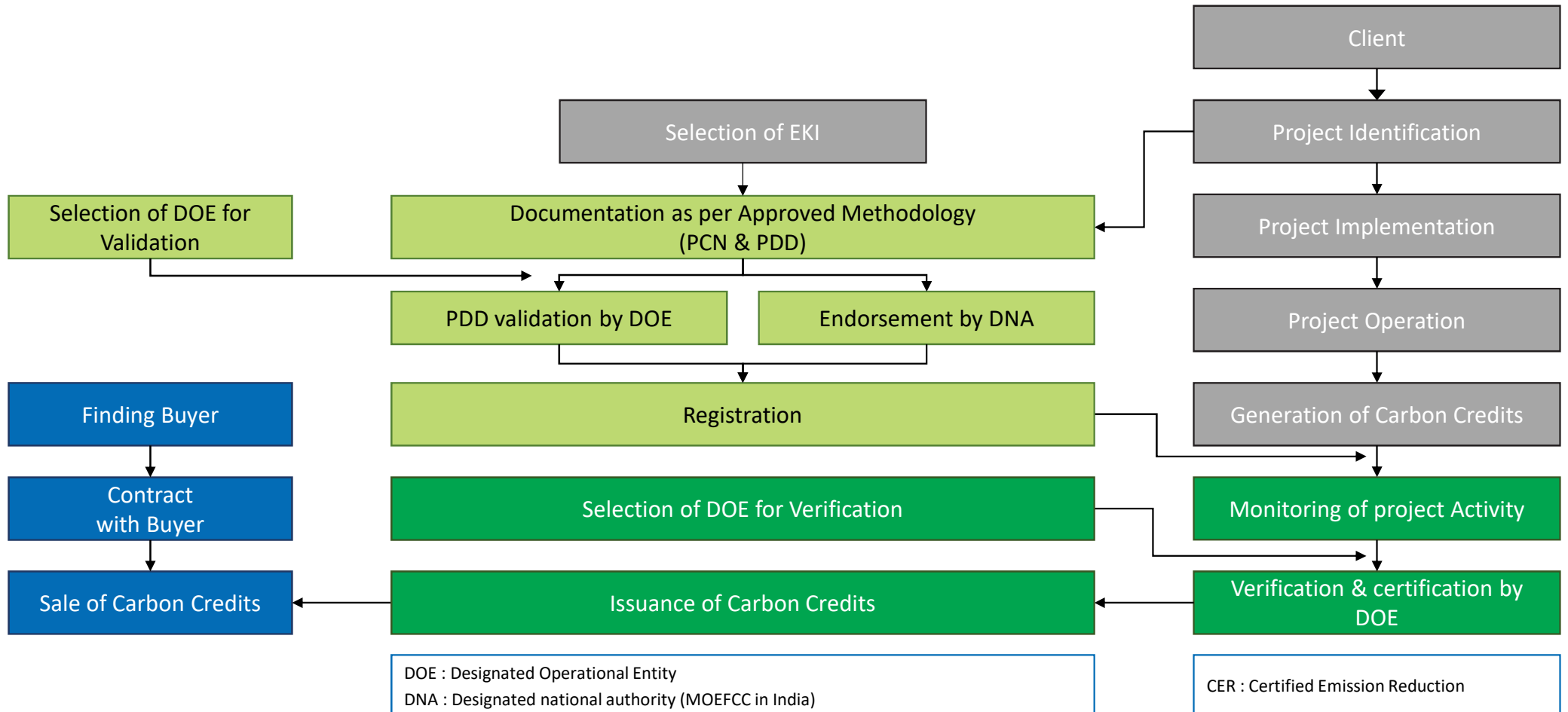
Our Growth Journey: Celebrating 14 Years of Success



Business Process for Carbon Credit Development



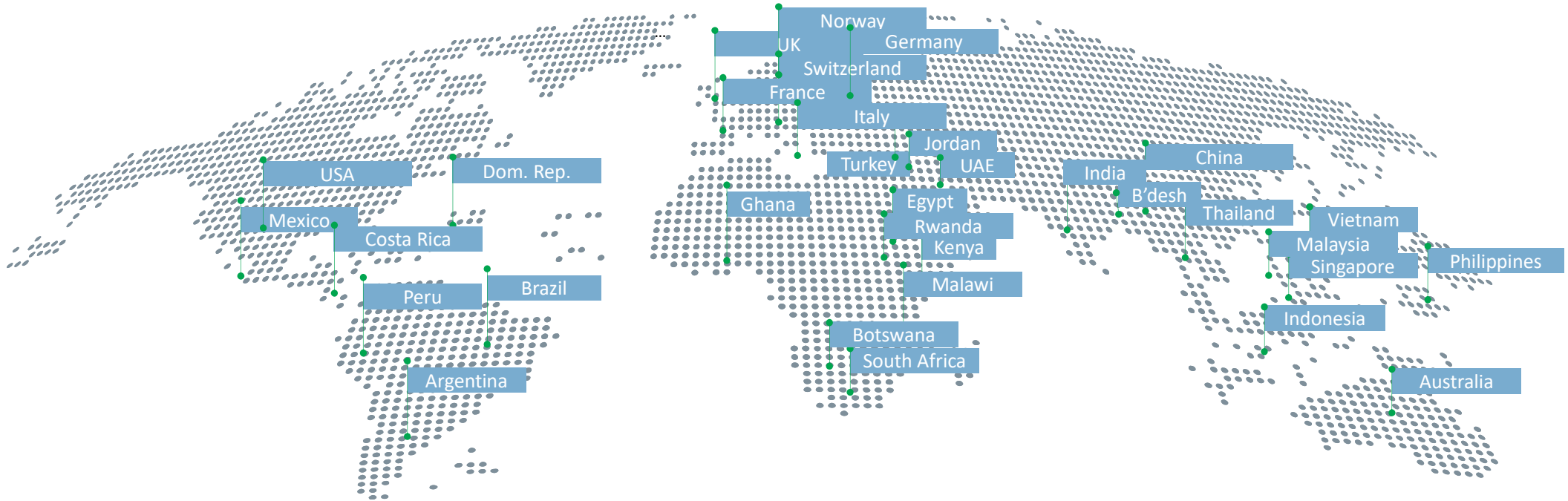
Project Owner role including selection of EKI
 Validation + Registration Process
 Verification & Issuance Process
 Sale of Carbon Credits



A Truly Global Company With Leading Market Share...



Global presence



Verticals

Carbon Consulting and Offsetting

~12.41mn credits mobilized (till Q3 FY23-24)

Project Development

INR ~120 cr. Deployed for community-based project (CAPEX)

ESG & Net-Zero consulting

~45% growth in unique client (YoY)

JVs and subsidiaries

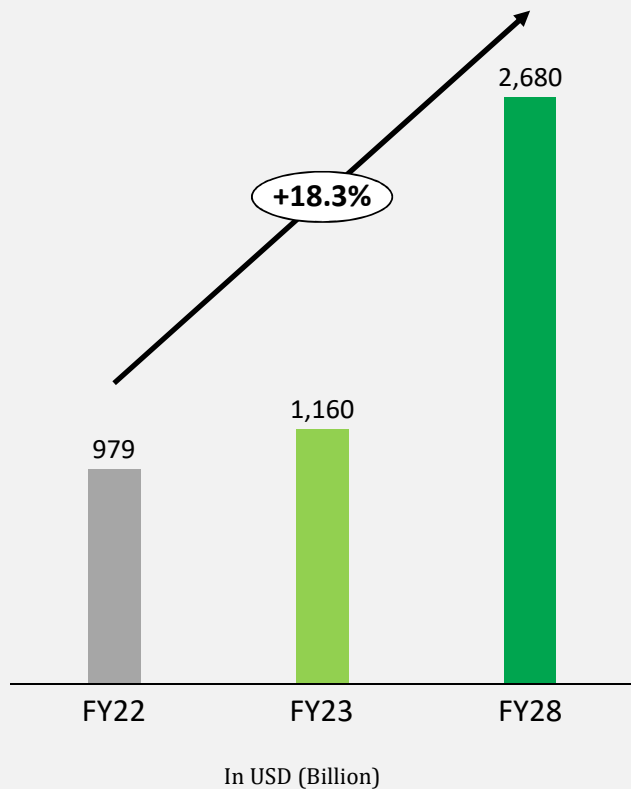


REVIVE | RESTORE | REJUVENATE

JV of EKI and Shell Overseas Investments B.V.



The **global carbon credit market** traded value was US\$978.56 billion in 2022. The market is expected to reach US\$2.68 trillion by 2028. at a CAGR of 18.23% during the forecast period of 2023-2028.



Growth Drivers

- Increasing regulatory and stakeholder pressure on global corporations to lower emissions. These trends are driving demand for carbon credits
- According to a report by the Energy & Climate Intelligence Unit and Oxford Net-Zero, 21% of world's largest public companies have committed to a Net-Zero target. Increase in adoption of Net-Zero targets are also contributing to the market growth.
- Increasing the nationally determined contributions (NDC) net-zero targets of countries are also expected to further contribute to the demand for carbon credit.
- The emergence of carbon credit rating agencies would help to address one of the biggest hurdles in the VCM- the ability of market actors to assess "quality"

Carbon market in India

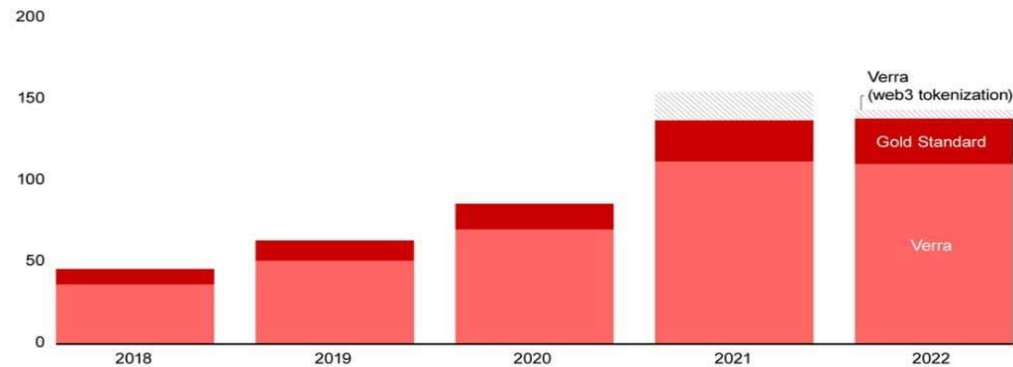
- The Energy Conservation (Amendment) Act 2022 enabled regulators to form the regulation policy as well as the policy framework to set up India's national emission trading system.
- India is currently in the process of developing a regulated Cap and Trade emission trading market, which will restrict trade of 'carbon credits certificates' among the obligated businesses, following the practices of similar operational markets in other parts of the world.
- The inclusion of the Offset Market and provision for non-obligated entities to participate in CCTS is a progressive step that will usher in new opportunities for Indian decarbonization project developers within the national carbon market.
- By creating a market for carbon credits, the government incentivizes emission reductions and encourages the adoption of cleaner technologies and practices.

Carbon Market: The Present Turbulence

One of the main catalysts behind this downward trend was the tough macroeconomic environment, which led to stagnation on the demand side in late 2022.

According to the latest Google Sustainability Survey of 1,476 top-level executives at global organizations, **33%** of executives reported cuts in their sustainability initiatives due to economic conditions, market contraction and cash crunch. As a result, credit retirements were flat for the first time in five years:

Carbon credits retired (in millions)



Finally, increased public and media scrutiny – particularly, claims of “greenwashing” and the growing countertrend of “greenhushing” – continue to discourage corporations from decisive action on their decarbonization initiatives.

Combined, all these factors together have led to sustained downward price pressure on carbon credit prices well into 2023.

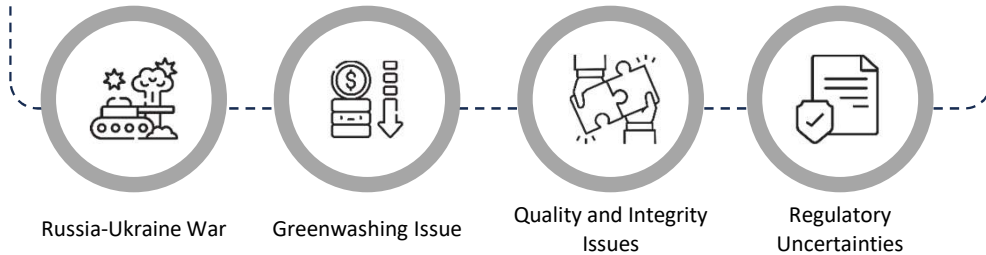
Another source of downward pressure on carbon prices was the poor outcome for the international compliance markets at COP28.

While there’s some progress on Article 6, the conference failed to fully iron out the details of the intergovernmental carbon credit trading system that the Paris Agreement sets out.

This lack of progress has led to some uncertainty from corporations regarding the quality and integrity of credits on the markets. It also brought doubts on the acceptable proportion of carbon offset credits in their net zero plans.

Carbon Market: The Present Turbulence

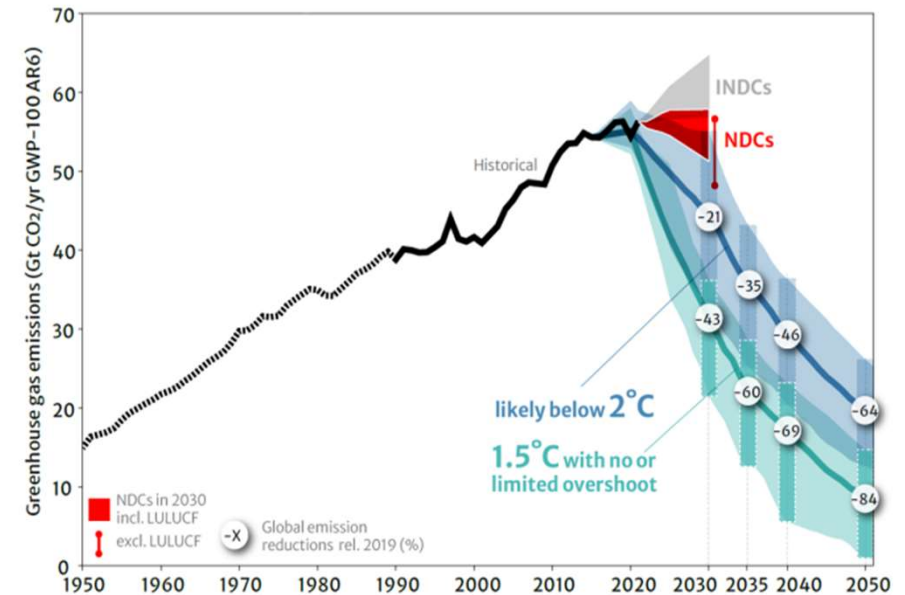
Causes



Market Correction

- VCM Registries are actively upgrading methodologies addressing real and measurable Credits generation
- Emergence of Independent Carbon Credit Rating agencies (ICVCM & VCMI); reducing buyers' uncertainties
- Several international organizations including SBTi, VCMI and ICVCM came together to establish an end-to-end integrity framework to provide consistence guidance in use of carbon credits for corporates
- Ambitious Neutrality & NetZero goal of Parties and Businesses will massively increase demands of quality credits, especially Sequestration Credits
- Emergence of more national and regional ETS (e.g. Indian CCTS) will enhance localized Credits demands
- International trade carbon taxation (e.g. CBAM of EU) and sectoral decarbonization mechanism (e.g. CORSIA, IMO GHG) will enhance demand of quality credits

Historical emissions from 1950, projected emissions in 2030 based on nationally determined contributions, and emission reductions required by the Sixth Assessment Report of the Intergovernmental Panel on Climate Change



		Reductions from 2019 emission levels (%)			
		2030	2035	2040	2050
Limit warming to 1.5°C (>50%) with no or limited overshoot	GHG	43 [34-60]	60 [49-77]	69 [58-90]	84 [73-98]
	CO ₂	48 [36-69]	65 [50-96]	80 [61-109]	99 [79-119]
Limit warming to 2°C (>67%)	GHG	21 [1-42]	35 [22-55]	46 [34-63]	64 [53-77]
	CO ₂	22 [1-44]	37 [21-59]	51 [36-70]	73 [55-90]

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



Statkraft

Statkraft Energias



KenGen

Energy for the nation

Kenya State Electricity
Generation Company,
Kenya



Shell, Singapore



Volkswagen,
Germany



energy

DEVELOPMENT CORPORATION

Burgos Wind Farm,
Philippines



**BITEXCO
GROUP**

Bitexco Group



PacificLight

Pacific Light,
Singapore



XUAN THIEN GROUP

Xuan Thien Group



HALCOM

Halcom Vietnam JSC



SHP

Southern Hydropower JSC



**ORTADOĞU
HOLDİNG**

Ortadoğu (Turkey)



Vitol

Vitol



TotalEnergies

Total Energies



MACQUARIE

Macquarie Group



IDCOL

TOGETHER FOR TOMORROW

IDCOL Bangladesh



EGCO

GROUP

EGCO (Thailand)

National Private Sector Clients

Indian Conglomerates

MNCs with Indian presence

National Public Sector Clients



NTPC



NHPC



Airports Authority of India



Indore Smart City Development



Oil and Natural Gas Corporation



Gail



Central Water & Power Research Station



Ordnance Factory Board



Balmar Lawrie & Co.



Rajasthan State Mines and Minerals

Our Association and Empanelment



International partnerships provides us a platform for product innovation



Carbon Markets Association of India (CMAI)



Membership with IETA (International Emissions Trading Association)



ASSOCHAM



Global Gold Consultant of Carbon Disclosure Project (CDP)



Membership with Confederation of Indian Industry (CII)



Federation of Indian Chambers Of Commerce and Industry



Participant of UNFCCC CNN



Membership of Project Developer Forum

Our Association and Empanelment (Cont'd)



RECS International



I am SME of India



Accredited with BEE ESCO INDIA



Solar Prosumer Turkey



Services Exports Promotion Council



Alliance for an Energy Efficient Economy



FINANCIAL PERFORMANCE

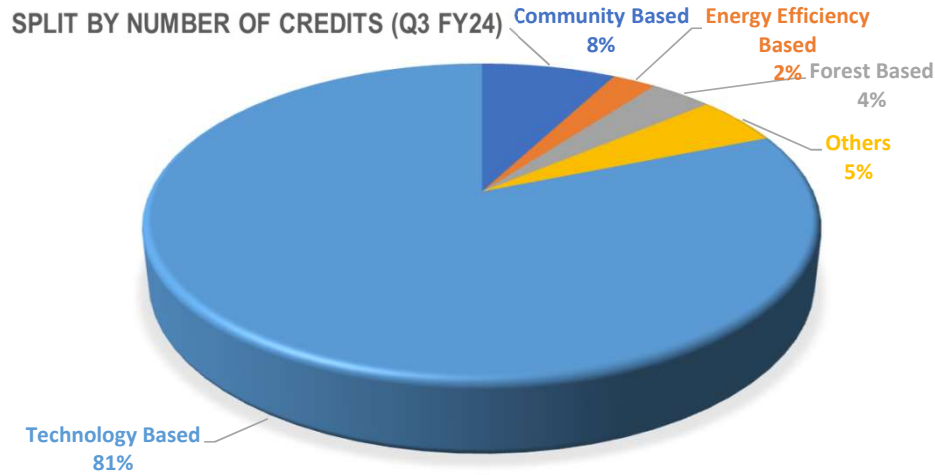
Consolidated Financial Performance – Q3 & 9M FY24



Particular (Rs. In Cr.)	Q3 FY24	Q3 FY23	Q2 FY24	9M FY24	9M FY23
Revenue from Operations	43.52	395.44	78.95	185.51	1,186.65
Purchase of stock-in-trade	32.80	412.17	39.72	97.99	845.91
Changes in Inventories	13.62	(122.57)	60.96	115.52	(74.02)
Cost of Material Change	1.34	-	0.08	1.54	-
Employee Benefits Expense	8.78	15.34	8.65	28.57	43.41
Other Expenses	9.74	43.82	11.99	38.51	138.46
EBITDA	(22.77)	46.68	(42.45)	(96.62)	232.90
EBITDA %	-52.32%	11.80%	-53.76%	-52.08%	19.63%
Depreciation and Amortisation Expense	1.30	1.28	1.20	3.67	3.09
Finance Costs	1.03	1.92	0.59	2.82	4.84
Other Income	1.67	7.62	0.75	3.00	8.90
PBT	(23.43)	51.10	(43.49)	(100.10)	233.86
PBT Margin	-53.84%	12.92%	-55.08%	-53.96%	19.71%
Exception item	-	-	-	-	-
Tax Expenses	(0.09)	13.98	(0.01)	(0.02)	58.97
PAT	(23.33)	37.12	(43.47)	(100.09)	174.90
PAT %	-53.62%	9.39%	-55.06%	-53.95%	14.74%

Healthy Inventory and Broad Geographic Footprint of Sales

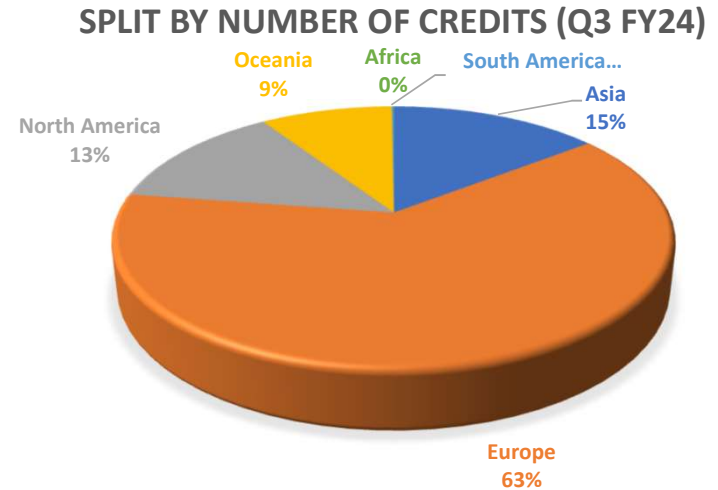
Stock in hand: ~ 12.4 Mn Credits (Dec, 23)



Inventory Monetization

- Even in the sluggish market conditions, EKI could successfully monetize its inventory as and when required according to its business and commercial exigencies.
- Continuing to actively expand portfolio to include a wider variety of credits to mitigate risk of price volatility in credits associated with a particular technology.

Geographic dispersion of Sales: ~ 12.4 Mn Credits (9M FY 24)



Diversified Sales

- Geographic footprint of sales continues to remain balanced and global.
- Key regions contributing to sales remain Europe and Asia, together contributing ~80% of the sales by volume
- By cultivating clients around the globe, EKI mitigates the risk of demand falling off in a particular geography.



KEY STRATEGIC INITIATIVES

Key Strategic Initiatives

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



1. Strengthening presence across the supply chain

EKI is strengthening backward integration by **carbon credit project development**. EKI is also building 360-degree MRV capabilities through digital verification and on-ground checks.

2. Increasing our brand's presence in key markets

Company will continue to expand its end-user client base in the developed countries such as Germany, U.S.A and Australia. Through international events and media outreach, it seeks to highlight its brand in these geographies, particularly in hard-to-abate sectors.

3. Diversifying our business

EKI has undertaken various steps to ensure extension and diversification in its operations by foraying into new products thus providing a wider ambit of service to all existing and potential clients

1. Strengthening Supply Chain: Backward Integration

WE ARE THE LARGEST BIOMASS-BASED COOKSTOVE MANUFACTURER IN THE WORLD



Achievement:

- 2.0 Mn+ cook stoves distributed cumulatively in India & Africa (as of Q3 FY24)

GHG REDUCTION TECHNOLOGIES PVT. LTD.

- ✓ Strengthening backward integration of carbon credit supply chain through community-based projects
- ✓ Started manufacturing cook stoves in Nashik plant in April 2022
- ✓ Multiple benefits including
 - Emission reduction through reduced firewood consumption
 - Forest and biodiversity conservation
 - Community upliftment through employment creation
 - Savings in health cost, indoor air quality enhancement
- ✓ New capabilities enable Company to cater to high growth sector of cookstove based credits



Manufacturing facility

Nashik

4 Mn+ cookstoves (operational)

A Step Towards Providing a Cleaner and More Sustainable Alternative to Traditional Coal

GHG REDUCTION TECHNOLOGIES PVT. LTD.



- ✓ GHG Reduction Technologies Private Limited and Thermax Onsite Energy Solutions, Pune, entered into a manufacturing and supply agreement where latter will ensure an uninterrupted daily supply of biomass fuel. This green biofuel facility also benefits local farmers, as agricultural waste serves as a raw material for the production process.



- ✓ Briquettes, being a substitute for coal, can be directly used in boilers and furnaces thereby minimizing the reliance on conventional coal. The use of briquettes also plays a crucial role in reducing biomass burning in farm fields, further contributing to the abatement of local environmental pollution.

- ✓ Inauguration of our new Biomass Briquettes (Biocoal) manufacturing plant at Dindori, Nashik, as part of GHG Reduction Technology's ongoing commitment towards clean energy transitions mitigating global warming.

Manufacturing Plant

Dindori, Nashik

1. Strengthening Supply Chain: Robust Process For End-to-End Execution Of Community-based Projects ⁽¹⁾



Monitoring Approach

Illustrative evidences

1 Beneficiary data captured digitally:

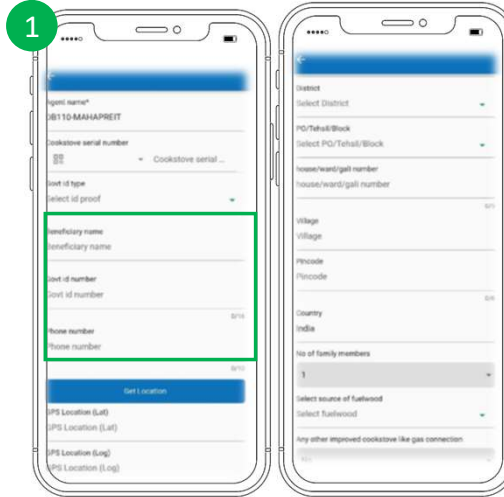
- Identifiers incl. contact number, geo-coordinates, national ID, etc. captured during distribution
- Data captured is used for tracking via EKI team, distributors, and DOEs for audit monitoring

2 Local Stakeholder meeting:

- Creating community level project awareness e.g., through live demonstrations

3 On ground monitoring:

- Surprise audits by EKI team to collect direct feedback and address on ground issues; along with encouragement
- Semi – annual DOE audits for usage



2. Increasing Brand Presence Through 4-pronged Strategy

1 Actively shaping the global agenda

Participation and speaking opportunities at key global events; editorials and perspective sharing in reputed media



Our top leadership was a part of the panel discussion hosted by EKI, EIF, and IETA at COP28 Dubai



Our climate expert shared detailed insights into Global Stocktake at COP28 Dubai at a discussion hosted by Attero Energy

2 Building regional networks

Participation in reputed events in key geographies for EKI



Team EKI at the 15th World Energy Congress by EIF



Team EKI at UN Asia Pacific Climate Week



Team EKI at Aviation Carbon London

The brand names mentioned are the property of their respective owners and are used here for identification purpose only

2. Increasing Brand Presence Through 4-pronged Strategy

3 Sectoral outreach and relevance

Engagement opportunities with target client segments



2. Increasing Brand Presence Through 4-pronged Strategy

4 Key partnerships and new ventures

EKI Energy Services Ltd. and Indian Oil Corporation Limited (IOCL) forge partnership to promote 'Surya Nutan', an innovative indoor solar cooking system, designed and patented by IndianOil's R&D division.

This initiative aims to deliver quantifiable carbon emissions reductions and substantial developmental co-benefits.

EKI Energy Services will take the lead in managing the comprehensive production and distribution of 'Surya Nutan' while mitigating carbon emissions through carbon finance. With a proven track record, EKI has introduced clean cooking practices to over 2 million households in India and Africa, entirely funded by climate finance.



The brand names mentioned are the property of their respective owners and are used here for identification purpose only

ET Energy World

EKI Energy Services partners with Indian Oil Corp to promote sustainable indoor solar cooking system

According to the statement, this strategic collaboration aims to promote 'Surya Nutan', IndianOil's innovative indoor solar cooking system.



PTI
Updated On Dec 6, 2023 at 04:03 PM IST

Read by:
962 Industry Professionals



New Delhi: Global carbon credit developer and supplier EKI Energy Services and state-owned refiner Indian Oil Corporation have collaborated to promote sustainable indoor solar cooking system. EKI Energy

Services and Indian Oil Corporation (IndianOil) have formalised a Memorandum of Understanding (MOU) to this effect, an EKI statement said. According to the statement, this strategic collaboration aims to

3. Diversifying our Business

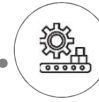
With an eye towards the future – we have entered into collaborative-strategic partnerships, forayed into new spaces and laid foundation for long term success



Established **backward integration** of **community-based business** vertical to have sustained supply of credits with current capacity of ICS and addition of new-tech Solar Cooktop manufacturing and deployment



Gravity based water-filter manufacturing and its deployment - **entering into clean drinking water space**



Manufacturing and supply chain of Pellets, Briquets, Bio-char, Biogas, CNG, Power Trading, Audits and certification - these diversification will pave the path for **establishment of additional long term business verticals**



>40% of credits **mobilized are from our own projects** in terms of investment or consulting



JV with Shell for Nature-based Solutions (NbS) projects development in India



Diversification in software solution automation and digitalization by **collaboration with WOCE**



Tech penetration : FY 23 Voluntary carbon markets credits supply contribution was estimated with - NBS (47%), Energy (37%), Community Projects (10%), Green Fuels (3%), Methane capture (2%), Waste Management (2%), Others (1%) and EKIs strength is that **its present in all the technologies above** and watchful on the new and upcoming techs



EKI Power Trading Private Limited (EPTPL), a subsidiary of EKI, has successfully acquired a Category IV license from CERC to engage in power trading.

- 1 Positioning in the market as Sustainability Service Experts**

Elevating our company's market positioning from Carbon Market leadership to a leader in the broader Climate Change Market going beyond carbon offsetting, aligning with the comprehensive requirements of corporations in their journey towards decarbonization and Net Zero goals.
- 2 Measured exposure to gain control in Biofuels supply chain**

Biofuels are gaining consistent acceptance both in the Indian and international fuel markets, indicating a robust and enduring policy framework. EKI's strategic and phased engagement in the biofuel supply chain positions us to reap the rewards of producing decarbonized fuel alternatives, along with the associated benefits of ITMOs offsets.
- 3 DMRV incorporated tech upgradation for community interventions**

Among the conventional avoidance offsets market, community interventions with substantial SDG co-benefits is going to be among the market toppers. The incorporation of digital MRV (Monitoring, Reporting, and Verification) will further enhance the credit quality of these community offsets.
- 4 Tech and investment partnership in removal credit generations, including biochar, CCUS & DAC**

As corporations actively strive for NetZero, the removal offsets market is poised for exponential growth. EKI's strong position in controlling the supply side of offset generation will continue to uphold its leadership in the carbon market.
- 5 Exposure into Plastics circularity**

With the increasing corporate focus on preventing plastic pollution and the implementation of regulations in nations, including India (like EPR), there is a growing demand for plastic recycling and offsets in both regulatory and voluntary markets. EKI's strategic move to engage in plastic circularity, positions it as an end-to-end solution provider for corporates, offering significant growth opportunities in the Indian and other emerging markets.

Path to Long term Success – 3P

Presence –

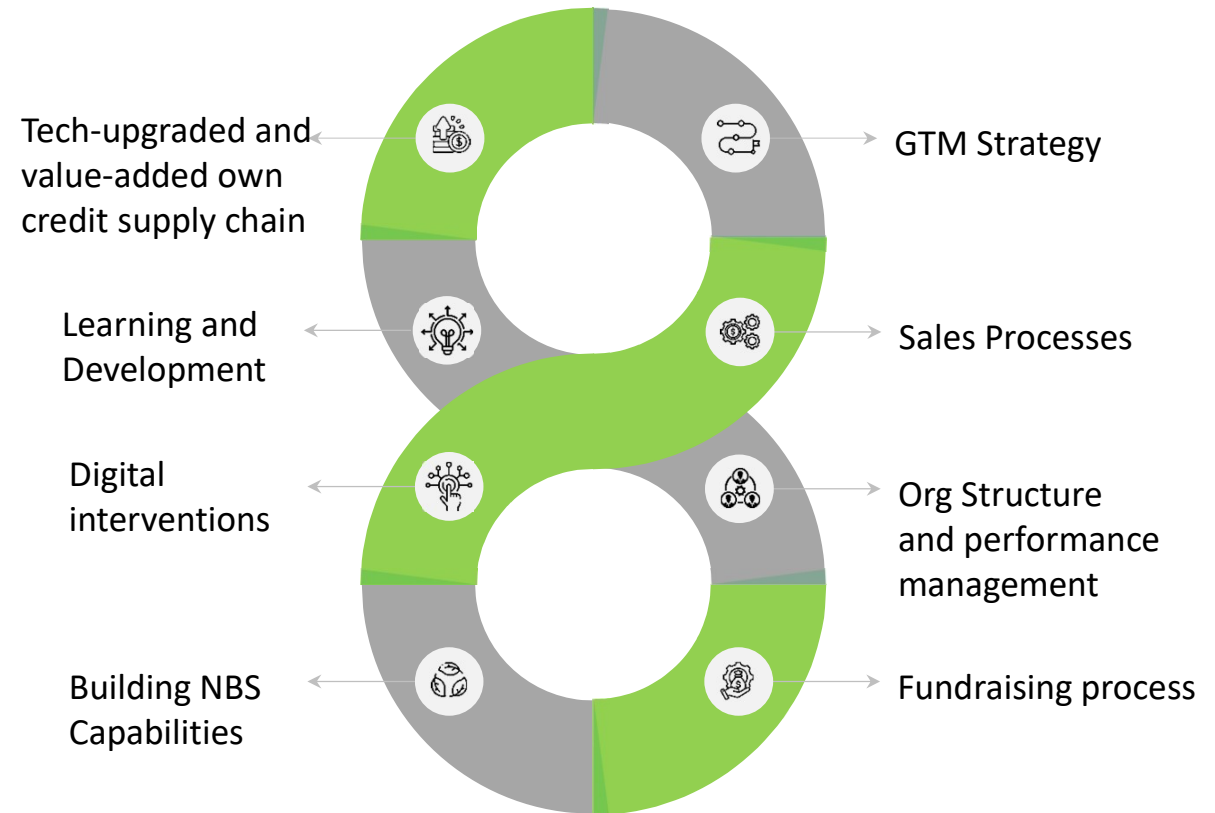
- Clients in more than 40 countries globally including Latin America, Africa, SE Asia & Turkiye
- Subsidiaries in Singapore, Dubai, Turkey and Egypt

Portfolio of Offerings –

- Offset portfolio management
- Offsetting to achieve carbon neutrality
- Carbon markets capacity building advisory
- Climate investments
- Sustainability and Net-Zero services

People –

- More than 225 Climate enthusiasts
- Great Place to Work certified (GPTW)
- Increasing reach to end buyers and hubs in developed countries with employees on the field
- We've successfully distributed over 2 million cookstoves, positively impacting the lives of approximately 10 million individuals





OUTLOOK AND BUSINESS OPPORTUNITIES

Opportunity

EKI's capability

Implementation of the Paris Agreement's Article 6



- Provision for trade of emission reductions between countries
- Unlocking new geographies and project types

- **Project development experience in 40+ countries** positions EKI well to provide expertise and services to sovereign entities; and facilitate transactions under Article 6 regime.

New industry and national compliance schemes



- New sources of demand for credits:
- Industry level compliance schemes (e.g. CORSIA)
- Country level compliance schemes. E.g., in India:
 - Development of Carbon Credit Trading Scheme (CCTS) under Energy Conservation (Amendment) Bill, 2022
 - **Green credit programme** in FY23 Budget serves as a strong market signal
- Diverse credit portfolio across technologies and standards, which meets global requirements
- Within India, advocacy capability with Carbon Markets Association of India (CMAI) leadership
- Ability to educate industry participants given strong relationships

Quality premium in the voluntary market



- Growing demand for high-quality credits
- Premium for credible offsets
- Portfolio of credits that issued by global standards such as Verra Gold Standard
- Strong measurement, reporting and validation process
- Diversification into credit types that are well received, e.g., community-based credits

Strong Business Outlook and Plans Across Each Verticals



Business unit	Strategic Outlook	Progress so far (FY23 YTD)	Plans for next 12 months
Consultancy and Offsetting	<ul style="list-style-type: none"> Diversify credit supply base and continue to strengthen quality 	<ul style="list-style-type: none"> Introduced new range of products: plastic credits, EV credits 	<ul style="list-style-type: none"> Increase share of supply from community-based, nature-based projects with reported SDGs. Provide transparency through customer site visit, continuous collection of project parameters. Expand presence in chief client geographies through M&A activities and partnerships
ESG & Net-Zero advisory	<ul style="list-style-type: none"> Strengthen value proposition for end customers to complement offset offerings 	<ul style="list-style-type: none"> ~45% growth in unique client (YoY) Supported clients with newly developed offerings like science-based targets, green building certifications. 	<ul style="list-style-type: none"> Developing partnerships to provide enhanced capabilities like emission measurement, foot printing through digital platform. Launch of comprehensive solution including advisory, offsets, financing, compliance services
Project Development	<ul style="list-style-type: none"> Backward integration to strengthen access and for greater control on quality 	<ul style="list-style-type: none"> 350+ projects taken up for development in FY23 Increased presence across Least Developed Countries e.g., projects in Afghanistan, Botswana, Malawi 	<ul style="list-style-type: none"> Investment for community-based projects Entering into Biomass segment with a contract with Thermax Capability building to capture new opportunities, e.g., expansion of manpower in developing Countries, feasibility study of new technologies such as biochar, stakeholder engagement for Article 6 of Paris Agreement



ENVIRONMENT AND SOCIAL INITIATIVES



Environment

- Committed to reach 'Net-Zero' by 2030:
 - Undertaking annual GHG footprint calculation
- Committed to UNFCCC Climate Neutral Now
- Our projects are aligned with Kyoto Protocol, Paris Agreement and the UN SDGs
- Increased use of sustainable products-jute bags, pen stands, plants etc.
- Implemented waste segregation at source at our offices
- Tree Plantation drive to be conducted in waste land area near EKI premises.



Social

- Plan for social activities developed including:
 - Financial literacy programs for marginalized communities
 - Skill building and financial support to women SHGs for technical work/supporting their individual business
 - Repair of community infrastructure- waste management system, drinking water pipelines
 - Education initiatives: Counselling families of drop-out students, ward/village-level classes for girl students, improving facilities at model schools, Anganwadis
 - EKI distributed drip irrigation systems to selected farmers in Mandavada under the Enking CSR Programme, fostering sustainable farming practices.



THANK YOU



EKI Energy Services Ltd
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cs@enkingint.org

