

November 09, 2023

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 half year ended September 30, 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 half year ended September 30, 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 – November 2023

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

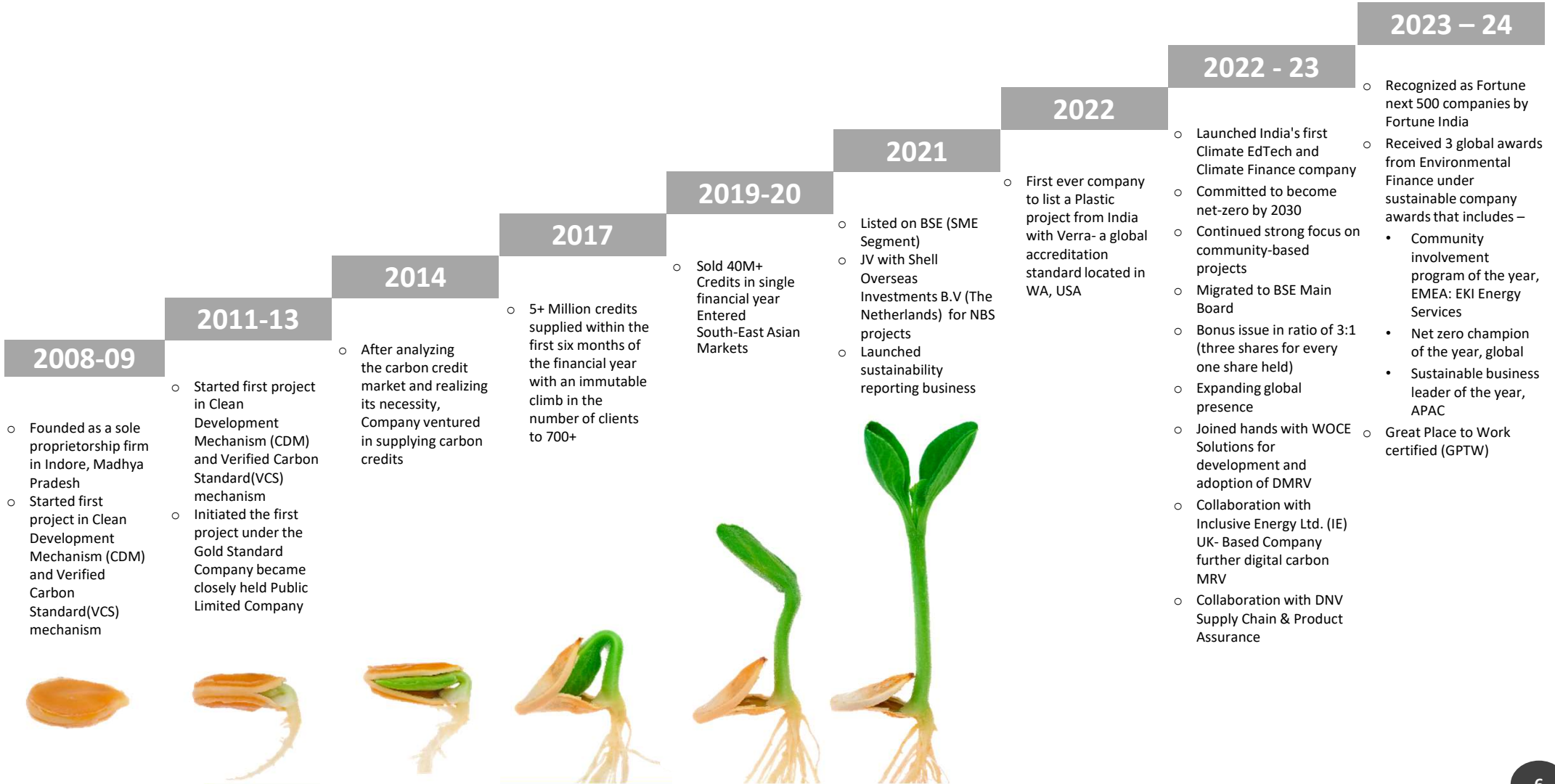
Collectively leadership has
60+ years of experience in
carbon market

200+ Mn credits mobilised

1000+ Projects



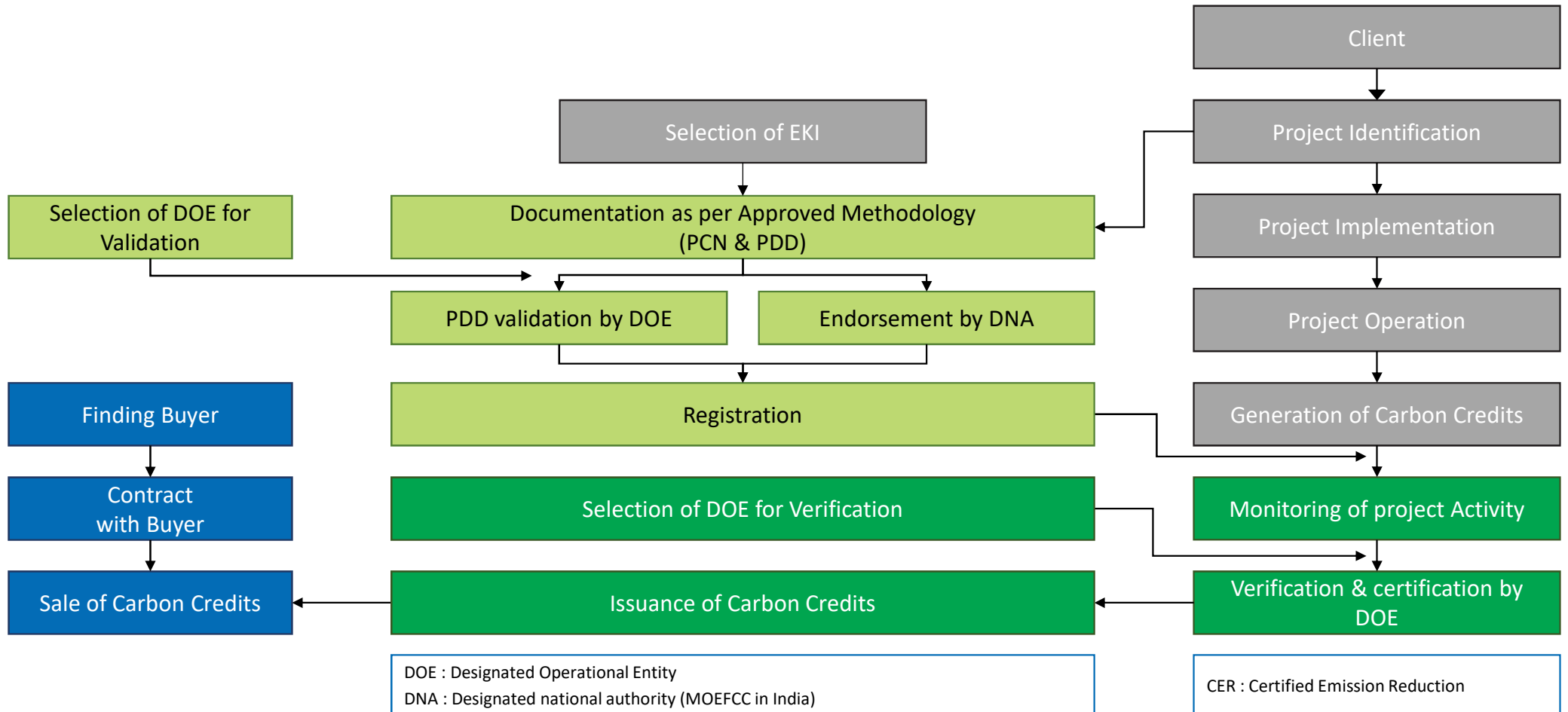
Our Growth Journey: Celebrating 14 Years of Success



Business Process for Carbon Credit Development



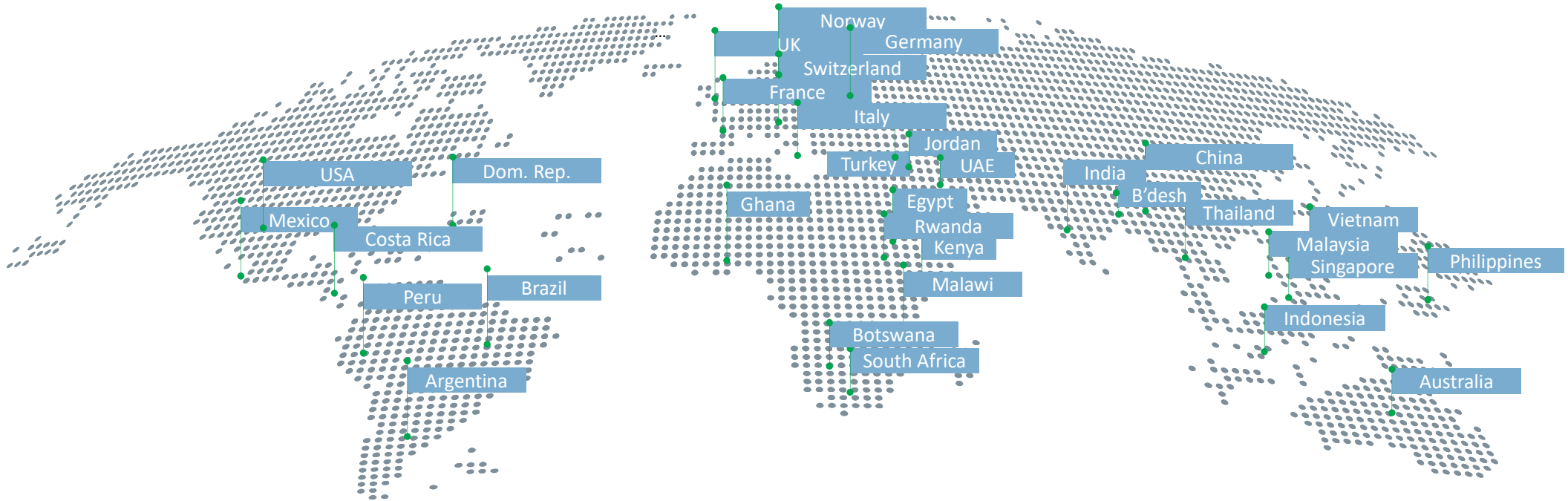
Project Owner role including selection of EKI
 Validation + Registration Process
 Verification & Issuance Process
 Sale of Carbon Credits



A Truly Global Company With Leading Market Share...



Global presence



Verticals

Carbon Consulting and Offsetting

~9mn credits mobilized (H1 FY24)

Project Development

INR ~101 Cr. deployed for community-based project (CAPEX)

ESG & Net-Zero consulting

~45% growth in unique client (YoY)

JVs and subsidiaries

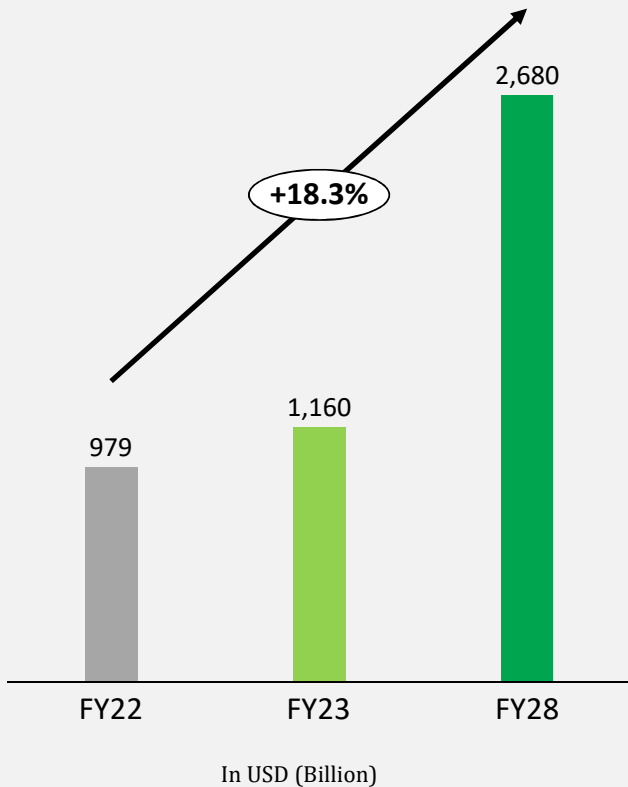


REVIVE | RESTORE | REJUVENATE

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

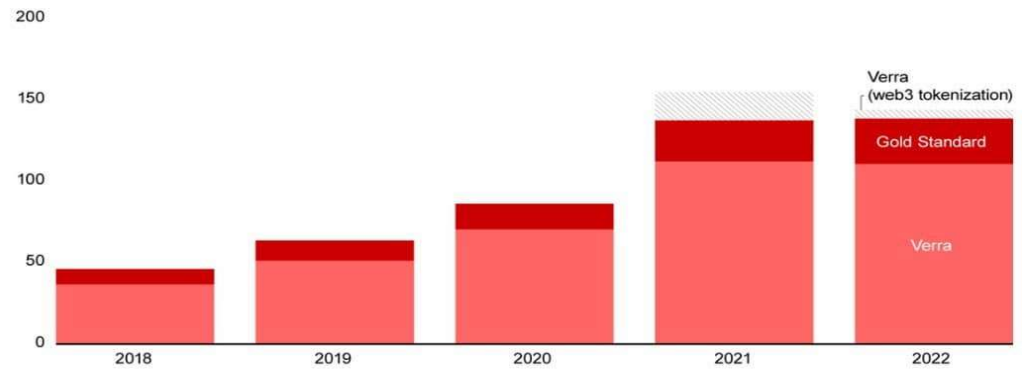
- The Energy Conservation (Amendment) Act 2022 enabled regulators to form the regulation policy as well as the policy framework to set up India's national emission trading system.
- India is currently in the process of developing a regulated Cap and Trade emission trading market, which will restrict trade of 'carbon credits certificates' among the obligated businesses, following the practices of similar operational markets in other parts of the world. However, India is also developing its offset markets for voluntary participation and is in the process of established requisite registry and MVR modalities in line with international standards. This will give more credibility to the market and generate trust.
- 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.

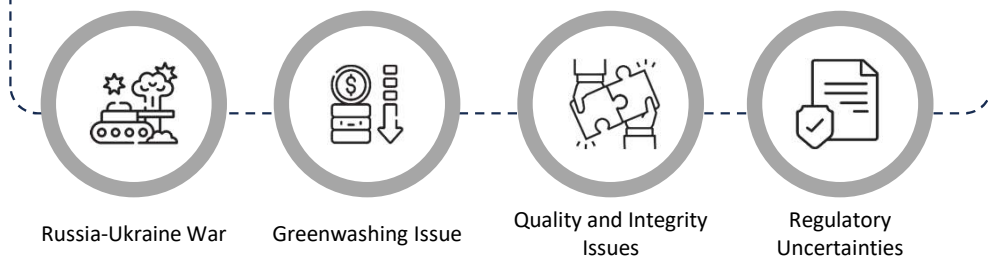
Another source of downward pressure on carbon prices was the poor outcome for the voluntary carbon markets at COP27.

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

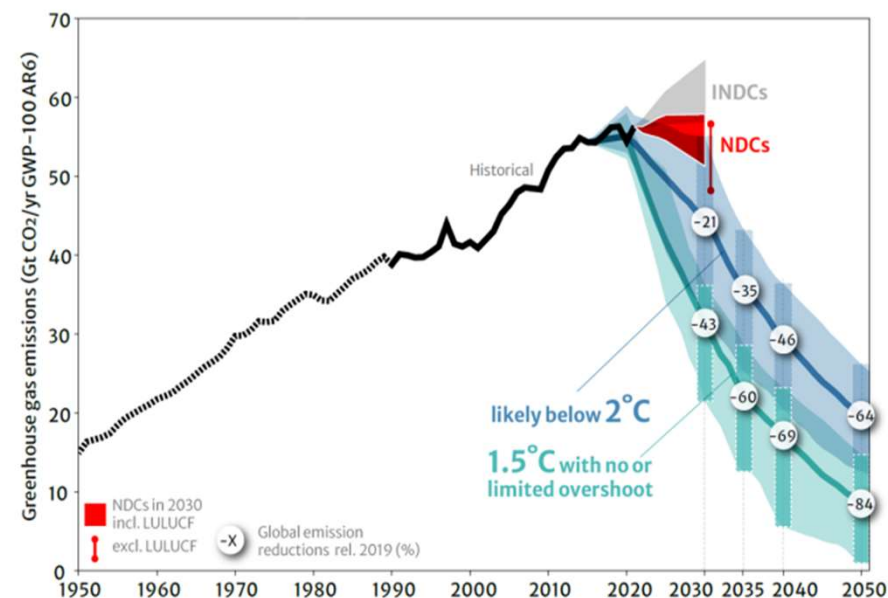
Causes



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
- Article 6 (especially Art6.4) modalities are ready to launch, will enhance market credibility through UN certified credits
- 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



**Pacific Light,
Singapore**



XUAN THIEN GROUP

Xuan Thien Group



Halcom Vietnam JSC



Southern Hydropower JSC



**ORTADOĞU
HOLDİNG**

Ortadoğu (Turkey)



Vitol



TotalEnergies

Total Energies



MACQUARIE

Macquarie Group



IDCOL

IDCOL Bangladesh



EGCO

EGCO (Thailand)

National Private Sector Clients



Indian Conglomerates

MNCs with Indian presence

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

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 – Q2 & H1 FY24



Particulate (₹ Cr)	Q2 FY24	Q2 FY23	Q1 FY24	H1 FY24	H1 FY23
Revenue from Operations	79.0	355.6	63.0	142.0	791.2
Purchase of stock-in-trade	39.7	168.4	25.5	65.2	433.7
Changes in Inventories	0.1	0.0	0.1	0.2	0.0
Cost of Materials Consumed	61.0	38.9	40.9	101.9	48.5
Employee Benefits Expense	8.7	17.1	11.1	19.8	28.1
Other Expenses	12.0	51.5	16.8	28.8	94.6
EBITDA	-42.4	79.6	-31.4	-73.9	186.2
EBITDA %	-53.8%	22.4%	-49.8%	-52.0%	23.5%
Depreciation and Amortisation Expense	1.2	1.0	1.2	2.4	1.8
Finance Costs	0.6	2.6	1.2	1.8	2.9
Other Income	0.8	0.8	0.6	1.3	1.3
PBT	-43.5	76.8	-33.2	-76.7	182.8
PBT Margin	-55.1%	21.6%	-52.6%	-54.0%	23.1%
Exceptional Items	0.0	0.0	0.0	0.0	0.0
Tax Expenses	0.0	26.3	0.1	0.1	46.0
PAT	-43.5	50.6	-33.3	-76.8	137.8
PAT %	-55.1%	14.2%	-52.8%	-54.1%	17.3%

Consolidated Balance Sheet – H1 FY24



Assets (Rs. Crs)	Sep'23	Mar'23
Property, plant and equipment	6.0	7.0
Capital Work-in-Progress	1.2	1.3
Intangible Assets	5.7	5.6
Intangible Assets under development	101.1	72.4
Investment Property	18.7	19.2
Financial Assets		
(i) Investments	1.6	0.6
(ii) Other Financial Assets	1.0	0.9
Deferred tax assets (net)	0.0	0.2
Other Non-Financial Assets	71.9	77.1
Total Non-Current Assets	207.3	184.1
Current Assets		
Short-term loans and advances		
Inventories	219.3	317.3
Financial Assets		
(i) Investments	0.0	23.4
(ii) Trade Receivable	40.3	34.5
(iii) Cash and Cash Equivalents	33.8	36.0
(iv) Bank balances other than (iii) above	90.9	96.5
(v) Loans	0.2	0.2
(vi) Other Current Assets	159.6	167.1
Current tax assets (net)	29.7	29.2
Total Current Assets	573.8	704.2
Total Assets	781.0	888.3

Liabilities (Rs. Crs)	Sep'23	Mar'23
Equity Share Capital	27.5	27.5
Other Equity	419.3	495.6
Non -Controlling Interest	19.2	18.3
Total Equity	466.0	541.5
Non-Current liabilities		
1. Borrowing	0.9	22.5
2. Lease Liabilities	2.2	2.1
Provisions	1.0	1.0
Deferred tax liabilities (net)	0.2	0.1
Other Non-Current Liabilities	193.4	193.4
Total Non-Current Liabilities	197.7	219.0
Current Liabilities		
Financial Liabilities		
(i) Borrowings	15.0	42.4
(ii) Lease Liabilities	0.8	0.5
(iii) Trade Payables	72.1	64.4
Other Current Liabilities	23.3	14.9
Provisions	0.0	0.1
Other financial liabilities	6.1	5.6
Current tax liabilities	0.0	0.0
Total Current Liabilities	117.3	127.8
Total Equity & Liabilities	781.0	888.3

Consolidated Cash Flow Statement – H1 FY24

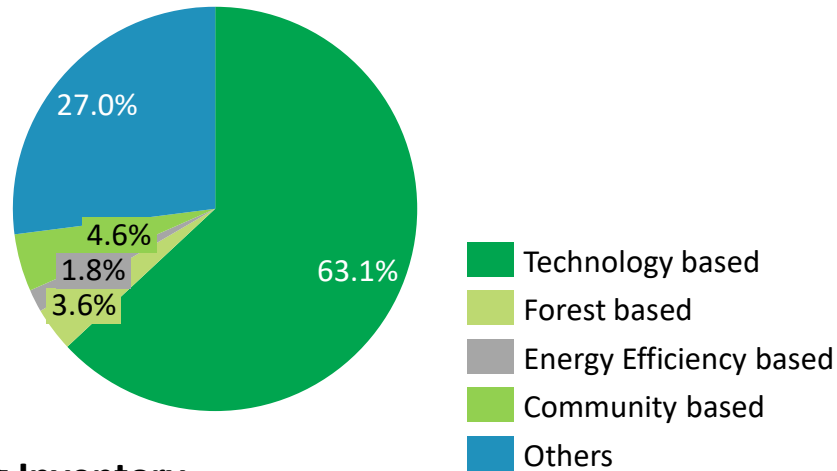


Particulate (₹ Cr)	Sep'23	Mar'23
Cash Flow from Operating Activities		
Profit before Tax	-76.7	165.6
Adjustment for Non-Operating Items	0.5	10.0
Operating Profit before Working Capital Changes	-76.1	175.6
Changes in Working Capital	122.0	67.8
Cash Generated from Operations	45.9	243.4
Less: Direct Taxes paid	-0.4	-102.1
Net Cash from Operating Activities	45.5	141.3
Cash Flow from Investing Activities	-0.6	-167.9
Cash Flow from Financing Activities	-47.0	52.8
Net increase/ (decrease) in Cash & Cash equivalent	-2.1	26.2
Cash and cash equivalents at the beginning of the year	36.0	9.7
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0
Cash and cash equivalents at the end of the year	33.8	36.0

Healthy Inventory and Broad Geographic Footprint of Sales

Stock in hand: ~12.8 Mn Credits (H1 FY24)

Split by number of credits

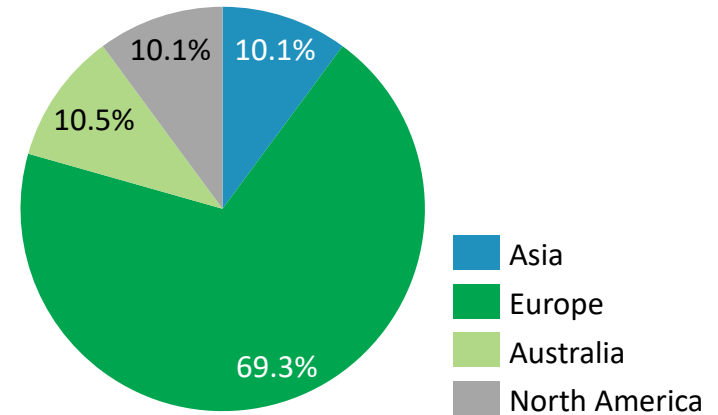


A strong Inventory

- EKI has a broad inventory of credits with >35% of credits from non-technology-based solutions
- 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: ~ 9 Mn Credits (H1 FY 24)

Split by number of credits (H1 FY24)



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 Q2 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)

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:

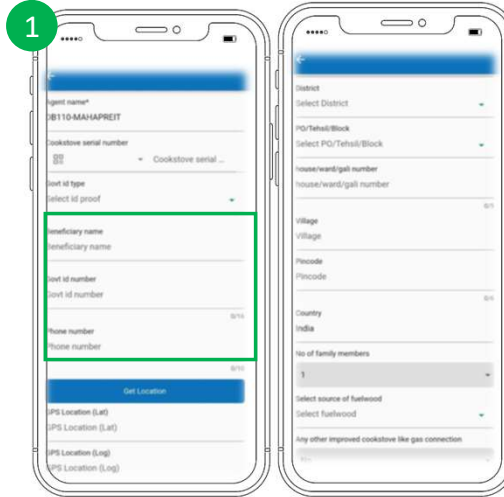
- Identifiers incl. contact number, geo-coordinates, national ID, etc. captured during distribution
- Data captured is used for tracking via EKI team, distributors, and DOEs for audit monitoring

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



2 Building regional networks

Participation in reputed events in key geographies for EKI



2. Increasing Brand Presence Through 4-pronged Strategy

3 Sectoral outreach and relevance

Engagement opportunities with target client segments



4 Key partnerships and new ventures

Outlook Planet

EKI Energy Services Unveils Carbon Neutral Certification Services

3. Diversifying our Business

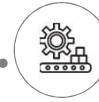
With an eye towards the future – we have entered into collaborative-strategic partnerships, forayed into new spaces and laid foundation for long term success



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 Generation & 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

- 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 –

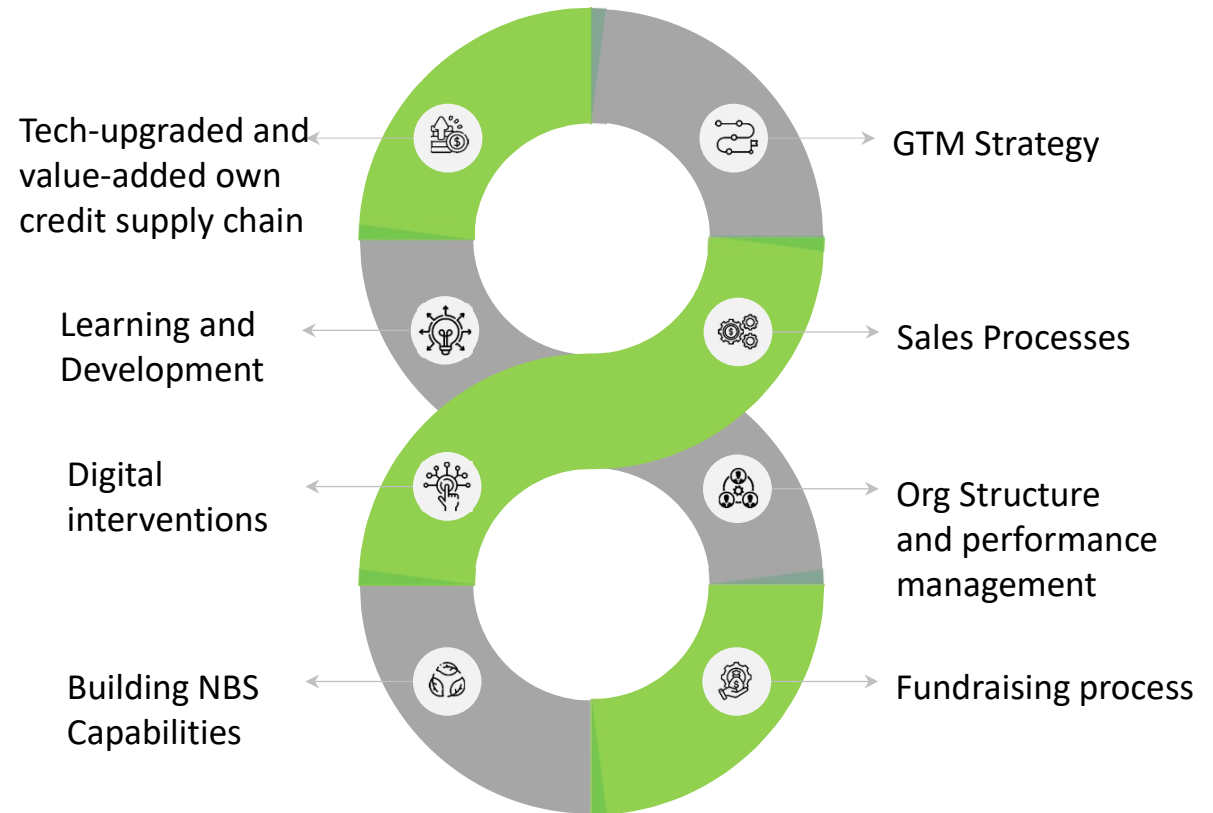
- Clients in more than 40 countries globally including Latin America, Africa, SE Asia & Turkiye
- Subsidiaries in Singapore, Dubai, Turkey and Egypt

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



THANK YOU



EKI Energy Services Ltd
Ms. Itisha Sahu (Company
Secretary & Compliance
Officer)
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