

September 23, 2023

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 Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Audited and Un-Audited Standalone and Consolidated Financial Results for the quarter and financial year ended March 31, 2023 and quarter ended June 30, 2023, respectively.

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 – Q1FY24 & FY23

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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

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

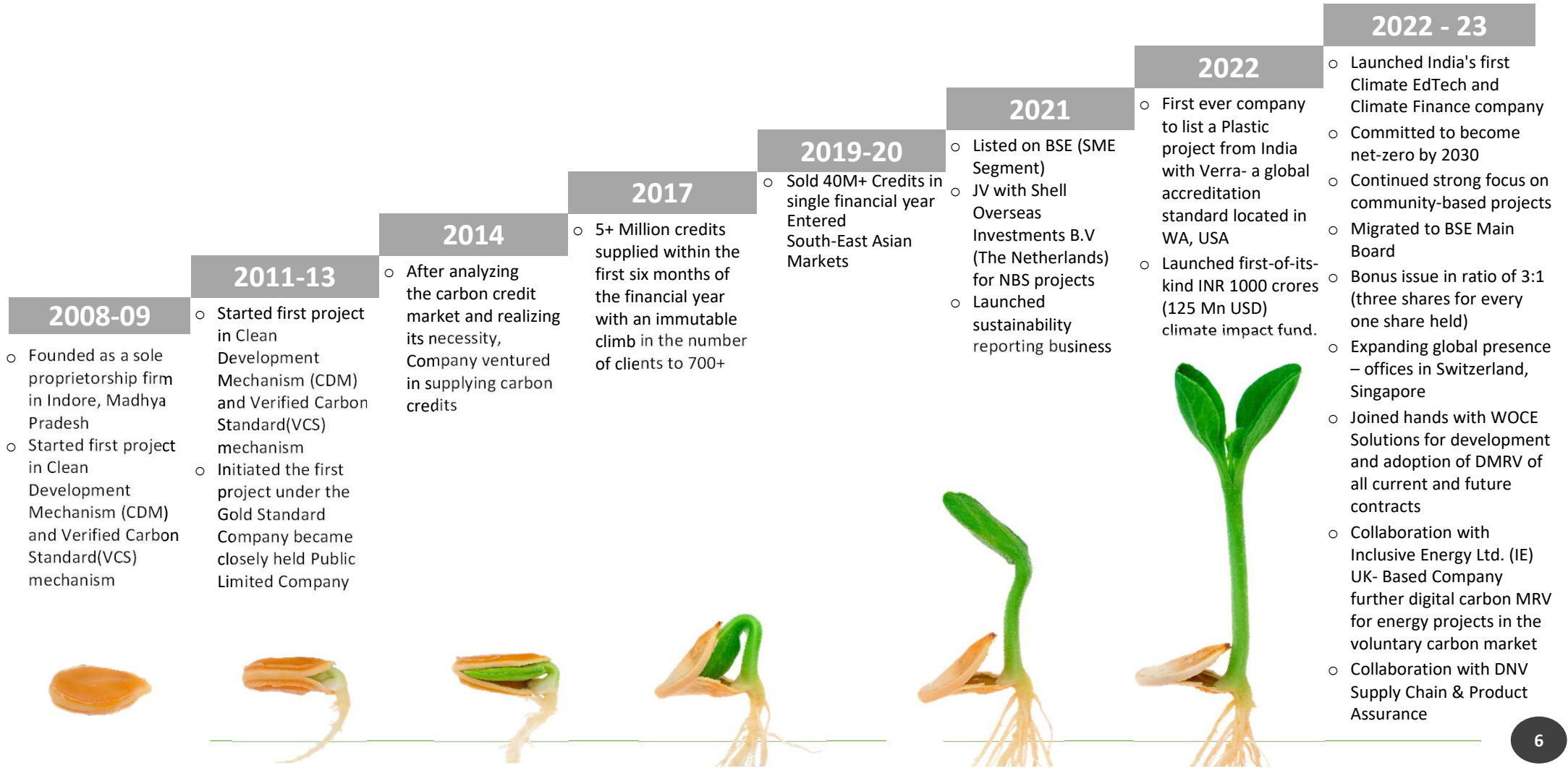
Collectively leadership has
60+ years of experience in
carbon market

200+ Mn credits mobilised

1000+ Projects



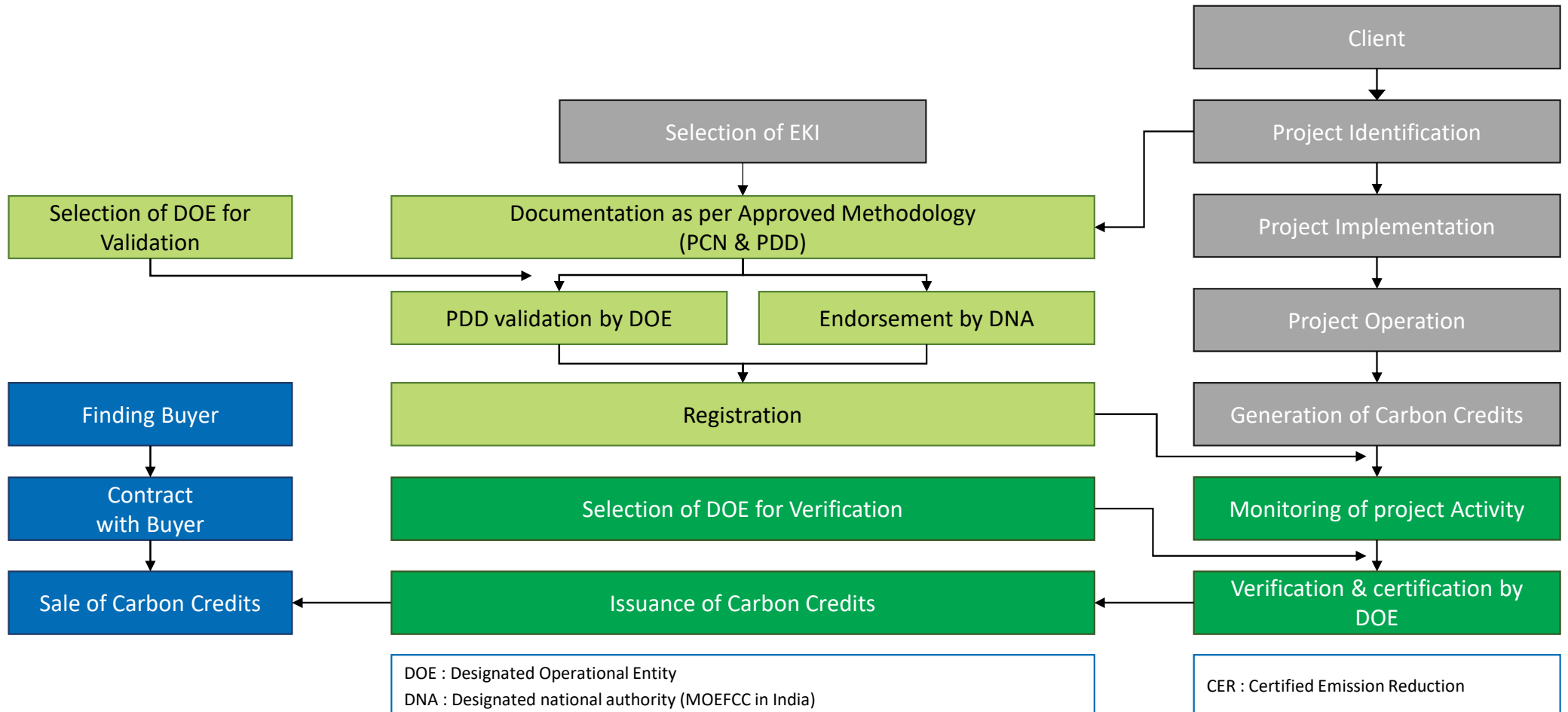
Growth Journey: Celebrating 14 Years of Success



Business Process for Carbon Credit Development



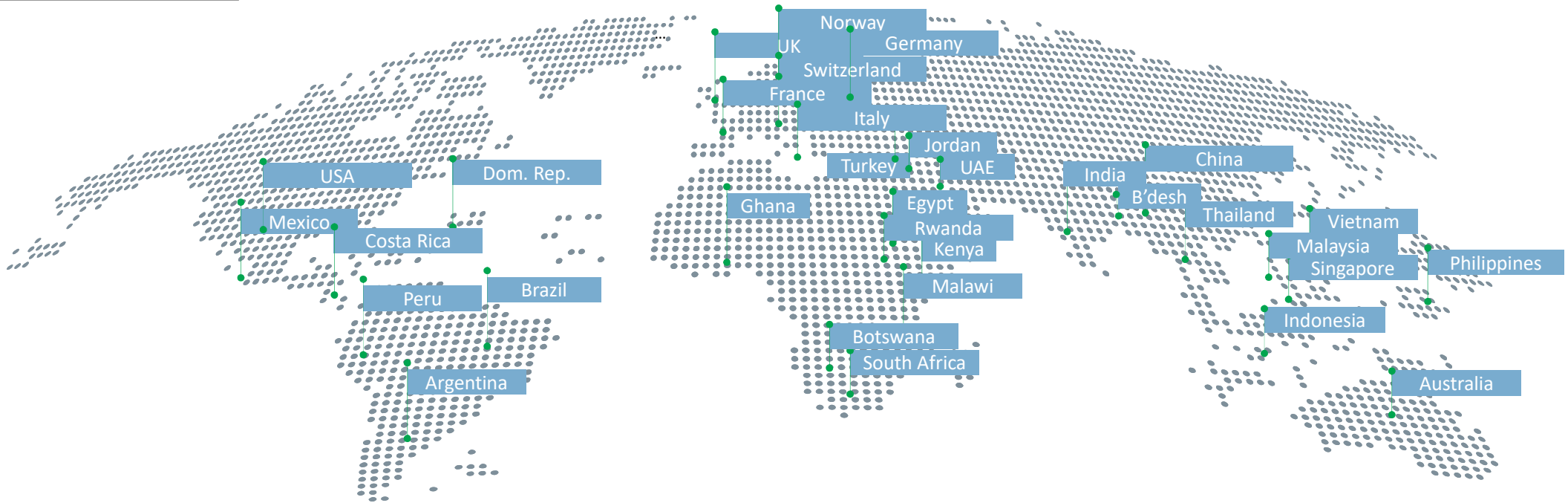
 Project Owner role including selection of EKI
 Validation + Registration Process
 Verification & Issuance Process
 Sale of Carbon Credits



A Truly Global Company With Leading Market Share...



Global presence



Verticals

Carbon Consulting and Offsetting

~61mn credits mobilized (FY23)

Project Development

INR ~92cr. deployed for community-based project (CAPEX)

ESG & Net-Zero consulting

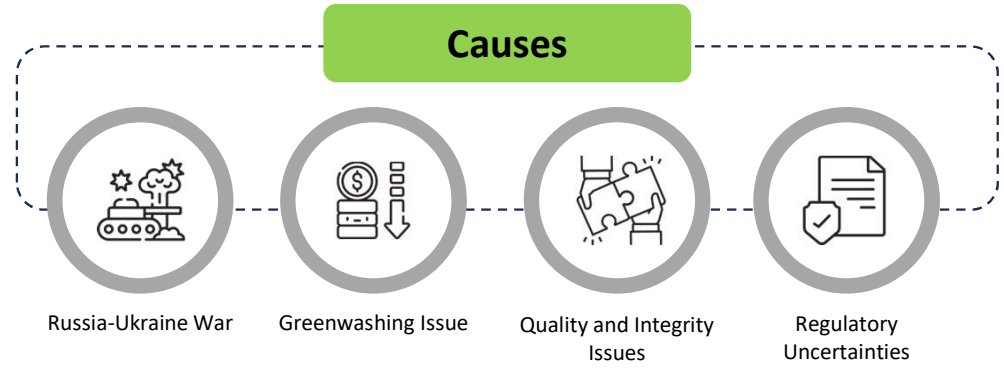
~16% growth in unique client (YoY)

JVs and subsidiaries



ClimaCool Projects & EduTech Solutions

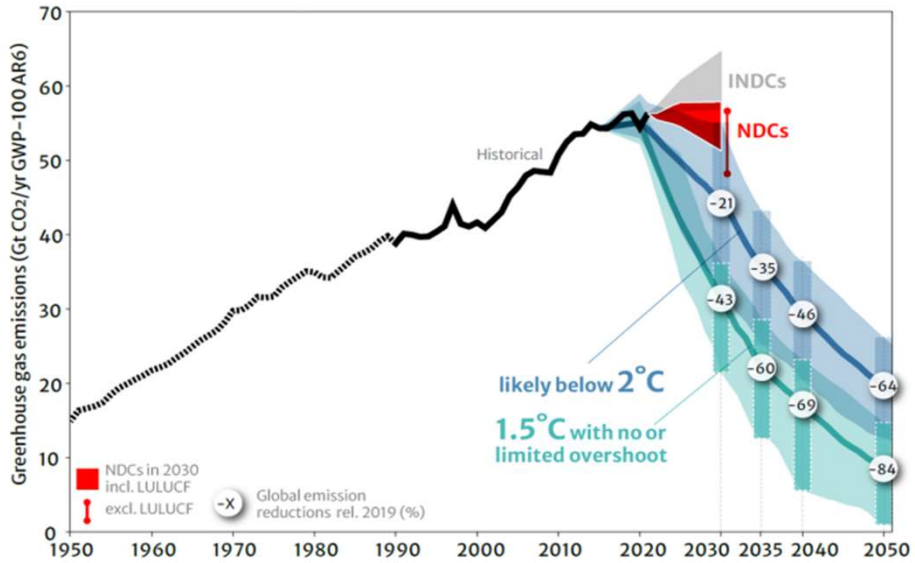
Carbon Market: The Present Turbulence & The Prospects



Market Correction

- a) VCM Registries are actively upgrading methodologies addressing real and measurable Credits generation
- b) Emergence of Independent Carbon Credit Rating agencies (ICVCM & VCMI); reducing buyers' uncertainties
- c) Article 6 (especially Art6.4) modalities are ready to launch, will enhance market credibility through UN certified credits
- d) Ambitious Neutrality & NetZero goal of Parties and Businesses will massively increase demands of quality credits, especially Sequestration Credits
- e) Emergence of more national and regional ETS (e.g. Indian CCTS) will enhance localized Credits demands
- f) International trade carbon taxation (e.g. CBAM of EU) and sectoral decarbonization mechanism (e.g. CORSIA, IMO GHG) will enhance demand of quality credits

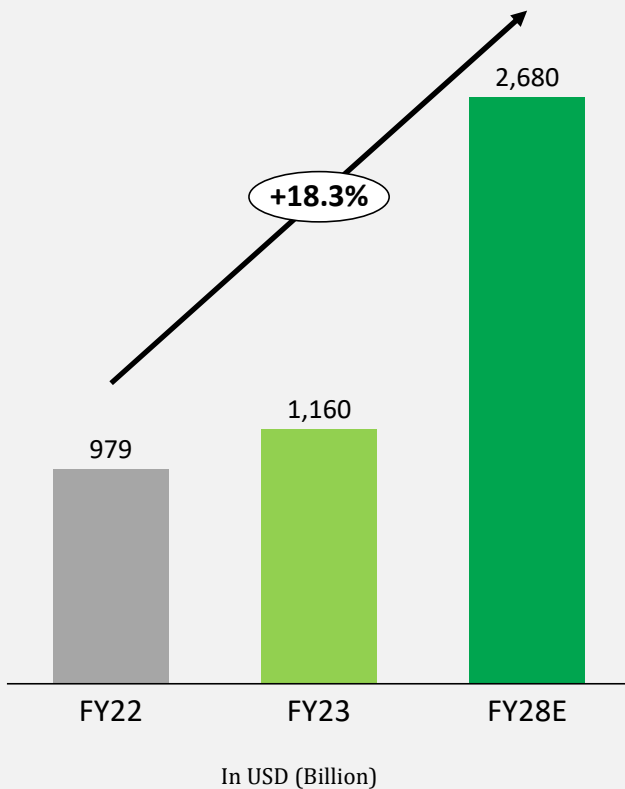
Historical emissions from 1950, projected emissions in 2030 based on nationally determined contributions, and emission reductions required by the Sixth Assessment Report of the Intergovernmental Panel on Climate Change



	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]

Source - UNFCCC

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

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**

Ortadogu (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

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



Our Association and Empanelment (Cont'd)



RECS International



I am SME of India



Accredited with BEE ESCO INDIA



Solar Prosumer Turkey



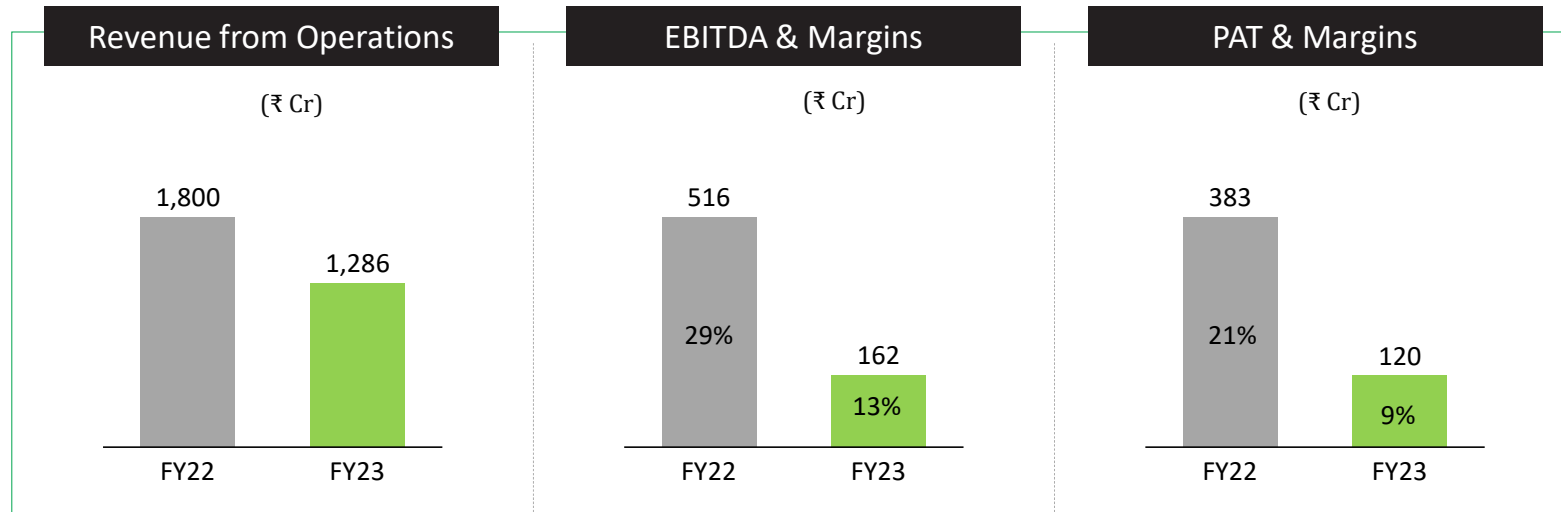
Services Exports Promotion Council



Alliance for an Energy Efficient Economy



FINANCIAL PERFORMANCE



Key highlights Q4 & FY23 performance

- Wider Carbon Credit industry has been facing low demand due to prolonged Russia – Ukraine war, persistent inflation, rising interest rate, subdued economic growth world-wide and reducing discretionary spending
- In line with its earlier commitment, the EKI group has deployed INR ~92cr from its own accruals for development of community-based projects till Q1'24
- Company is widening its business repertoire by entering into manufacturing of pellets, power trading etc. through its subsidiaries
- Management is bullish for the industry revival in the forthcoming quarter after COP 28

Notes:

1. Other income has been excluded from EBITDA calculations
2. All numbers are Consolidated
3. Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS

Consolidated Financial Performance – Q4 & FY23



Particulate (₹ Cr)	Q4 FY23	FY23	FY22
Revenue from Operations	99.8	1286.4	1,800.1
Purchase of stock-in-trade	148.2	1022.9	1333.1
Changes in Inventories	-39.8	-113.8	-195.9
Employee Benefits Expense	11.0	54.4	25.2
Other Expenses	40.5	160.6	122.1
EBITDA	-60.1	162.4	515.7
EBITDA %	-60.2%	12.6%	28.6%
Depreciation and Amortisation Expense	0.9	4.0	1.0
Finance Costs	0.8	5.7	0.6
Other Income	4.0	12.9	1.3
PBT	-57.8	165.6	515.4
PBT Margin	-58.0%	12.9%	28.6%
Exceptional Items	0.0	0.0	0.0
Tax Expenses	-10.1	45.9	132.3
PAT	-47.7	119.7	383.1
PAT %	-47.8%	9.3%	21.3%

Note:

Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS.

Consolidated Balance Sheet - FY23



Assets (Rs. Crs)	FY23	FY22
Property, plant and equipment	7.0	1.5
Capital Work-in-Progress	1.3	0.3
Intangible Assets	5.6	1.2
Intangible Assets under development	72.4	3.9
Investment Property	19.2	24.2
Financial Assets	0.0	0.0
(i) Investments	0.6	0.6
(ii) Other Financial Assets	0.9	1.0
Deferred tax assets (net)	0.0	0.2
Other Non-Current Assets	77.1	0.0
Total Non-Current Assets	184.1	33.0
Current Assets		
Short-term loans and advances		
Inventories	317.3	195.9
Financial Assets	0.0	0.0
(i) Investments	23.4	22.1
(ii) Trade Receivable	34.5	139.6
(iii) Cash and Cash Equivalents	36.0	9.7
(iv) Bank balances other than (iii) above	96.5	3.9
(v) Loans	0.2	0.0
(vi) Other Current Assets	167.1	157.7
Current tax assets (net)	29.2	0.0
Total Current Assets	704.2	528.9
Total Assets	888.3	562.0

Liabilities (Rs. Crs)	FY23	FY22
Equity Share Capital	27.5	6.9
Other Equity	495.6	402.2
Non -Controlling Interest	18.3	0.6
Total Equity	541.4	409.7
Non-Current liabilities		
(i) Borrowing	22.5	0.0
(ii) Lease Liabilities	2.1	1.2
Provisions	1.0	0.4
Deferred tax liabilities (net)	0.1	0.0
Other Non-Current Liabilities	193.4	0.1
Total Non-Current Liabilities	219.0	1.7
Current Liabilities		
Financial Liabilities		
(i) Borrowings	42.4	0.8
(ii) Lease Liabilities	0.5	0.0
(iii) Trade Payables	64.4	106.7
Other Current Liabilities	14.9	1.7
Provisions	0.1	0.0
Other financial liabilities	5.6	14.1
Current tax liabilities	0.0	27.2
Total Current Liabilities	127.8	150.5
Total Equity & Liabilities	888.3	562.0

Note:

Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS.

Consolidated Cash Flow Statement – FY23



Particulate (₹ Cr)	FY23	FY22
Cash Flow from Operating Activities		
Profit before Tax	165.6	515.4
Adjustment for Non-Operating Items	10.0	-0.1
Operating Profit before Working Capital Changes	175.6	515.3
Changes in Working Capital	67.8	-379.2
Cash Generated from Operations	243.4	136.0
Less: Direct Taxes paid	102.1	105.3
Net Cash from Operating Activities	141.3	30.7
Cash Flow from Investing Activities	-167.9	-51.7
Cash Flow from Financing Activities	52.8	15.1
Net increase/ (decrease) in Cash & Cash equivalent	26.2	-5.9
Cash and cash equivalents at the beginning of the year	9.7	15.6
Effect of exchange rate changes on Cash & Cash Equivalent	0	0
Cash and cash equivalents at the end of the year	36.0	9.7

Note:

Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS.

Consolidated Financial Performance – Q1 FY24

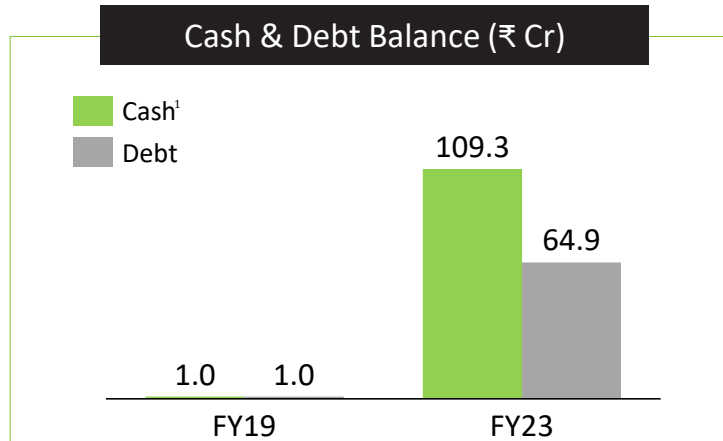
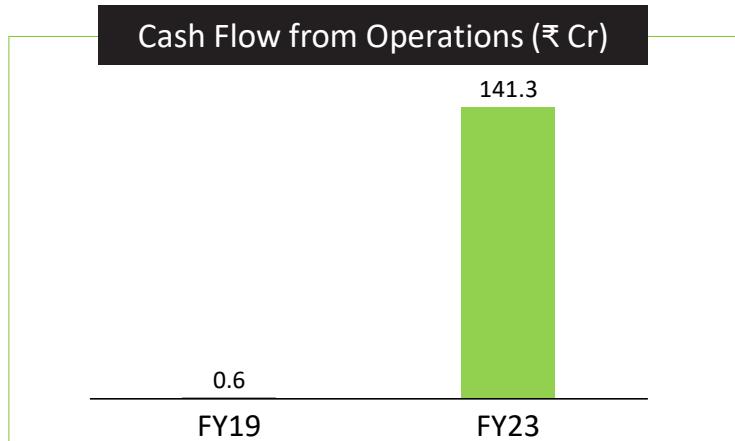
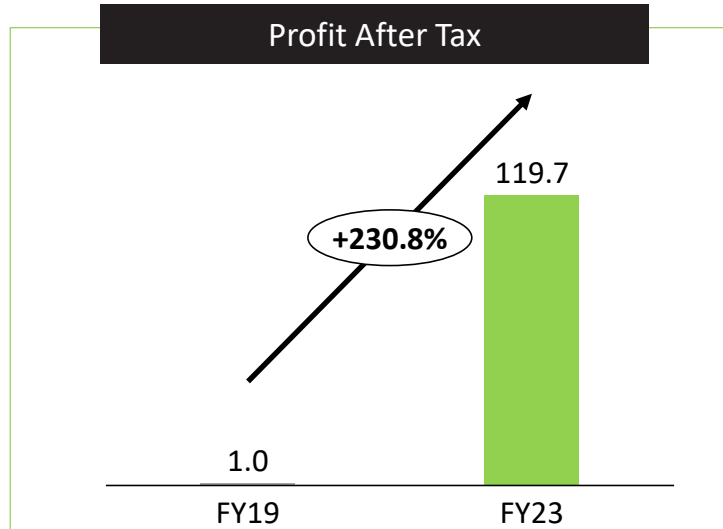
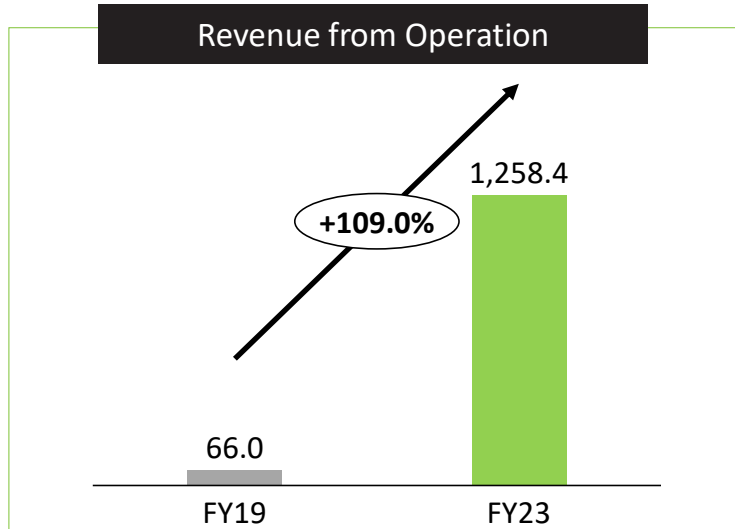


Particulate (₹ Cr)	Q1 FY24	Q4 FY23	Q1 FY23
Revenue from Operations	63.0	99.8	435.6
Purchase of stock-in-trade	25.6	148.2	294.3
Changes in Inventories	40.9	-39.8	9.6
Employee Benefits Expense	11.1	11.0	11.0
Other Expenses	16.8	40.5	43.2
EBITDA	-31.4	-60.1	77.6
EBITDA %	-49.8%	-60.2%	17.8%
Depreciation and Amortisation Expense	1.2	0.9	0.8
Finance Costs	1.2	0.8	0.3
Other Income	0.6	4.0	0.5
PBT	-33.2	-57.8	76.9
PBT Margin	-52.6%	-58.0%	17.7%
Exceptional Items	0.0	0.0	0.0
Tax Expenses	0.1	-10.1	19.0
PAT	-33.3	-47.7	57.9
PAT %	-52.8%	-47.8%	13.3%

Note:

Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS.

Focused on Capital Efficiency



Our growth is:

Strategic:

- **Market intelligence based:** Actively managed credit inventory based on demand and price outlook
- **Network and capability driven:** Leveraged deep relationships across global carbon market to drive sales

Sustainable:

- **Investments in backward integration:** Deploying capital towards project development and credit generation from diverse sources e.g., cookstoves
- **Investments in capabilities:** building global teams and technology tools to drive long term client retention

Notes:

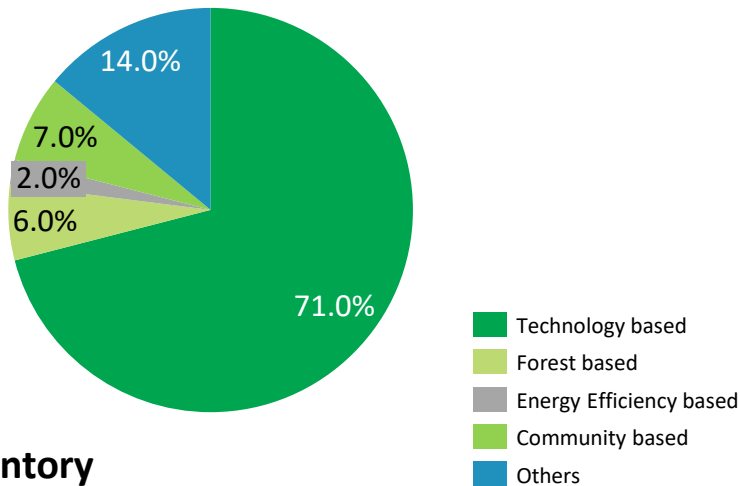
1- Restated the financial figures for Q1FY24, FY23 & Q4FY23 in accordance with Ind AS.

2- Cash Includes Cash, Cash Equivalents & Bank Balance. All numbers are Standalone

Healthy Inventory and Broad Geographic Footprint of Sales

Stock in hand: ~15 Mn Credits (FY23)

Split by number of credits

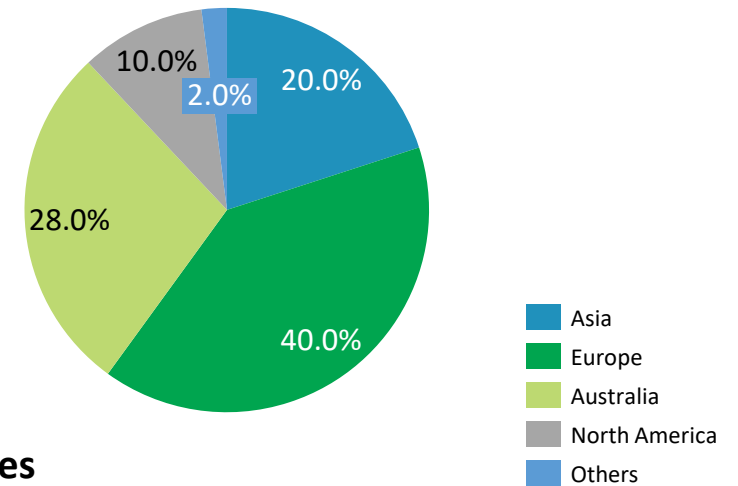


A strong Inventory

- EKI has a broad inventory of credits with >25% 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: ~61 Mn Credits (FY23)

Split by number of credits



Diversified Sales

- Geographic footprint of sales continues to remain balanced and global.
- Key regions contributing to sales remain Europe and Asia, together contributing 60% 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

Path to Long term Success – 3P

Presence –

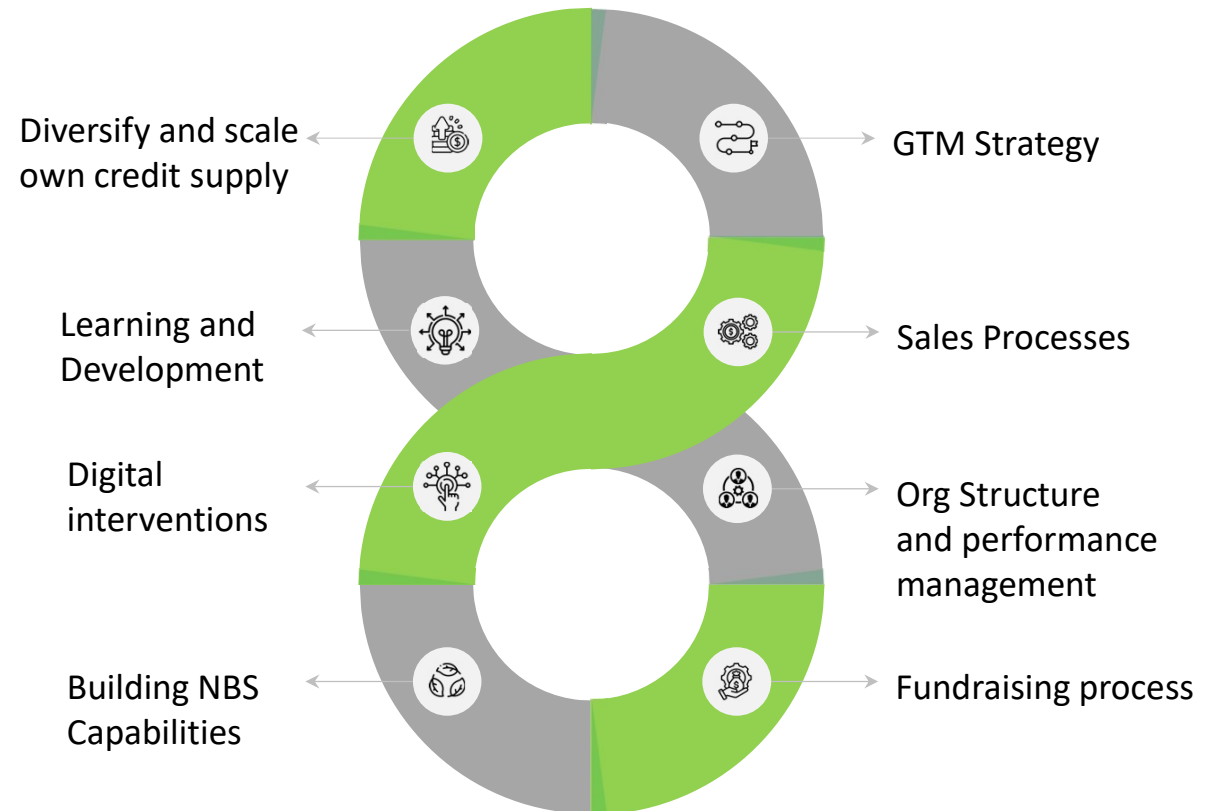
- Clients in more than 40 countries globally including Latin America, Africa, SE Asia & Turkiye
- Subsidiaries in Singapore, Dubai, Turkey and Egypt

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



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:

- 1.8 Mn+ cook stoves distributed in India (as of Q1 FY24)
- ~ 0.2 Mn cook stoves distributed in Africa (as of Q1 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 credits1



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:

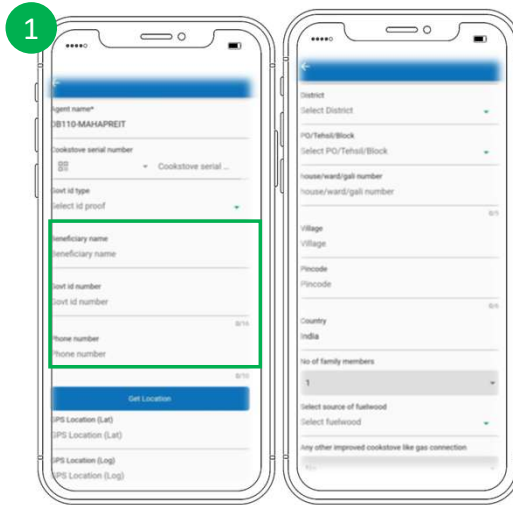
- Identifiers incl. contact number, geo-coordinates, national ID, etc. captured during distribution
- Data captured is used for tracking via EKI team, distributors, and DOEs for audit monitoring

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



1. Improved cookstoves

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



3 Sectoral outreach and relevance

Engagement opportunities with target client segments



4 Key partnerships and new ventures

The Economic Times

EKI Energy Services, WOCE Solutions partner to provide sustainable solutions to businesses

3. Diversifying our Business

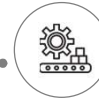
With an eye towards the future – we have entered into collaborative-strategic partnerships, forayed into new spaces and laid foundation for long term success



Established **backward integration** of **community-based business** vertical to have sustained supply of credits with current capacity of up to 4 Mn improved cook stove 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



OUTLOOK AND BUSINESS OPPORTUNITIES

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"> ~16% 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"> 300+ 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

Key Investment Highlights



1

Trust and experience

- Strong legacy of over **14 years** in the carbon markets
- Over **3,500 clients** globally
- Presence in **40+ countries**



2

Market leader in growing market

- **15% share** of global voluntary carbon market
- Voluntary carbon **market growing at CAGR of ~35%** in past 5 years
- Demand expected to scale to coming years on back of sovereign and corporate climate action



3

Strong performance

- **Performance** driven by **market intelligence, skilled people** and **strong relationships** across carbon markets
- **Partnerships** with global leaders such as Shell, Vitol, ICAM Singapore
- Continually building moats to reinforce strong market position



4

Sound business philosophy for sustainable growth

- **Reverse integration:** transitioning portfolio strongly towards project development
- **Building capabilities** for direct relationships with end buyers
- **Diversifying credit portfolio** in response to demand indicators
- Capabilities such as cookstove manufacturing through subsidiaries, project financing etc.



5

Strengthened corporate governance

- 50% of board of directors consists of **Independent Directors**
- **All members** of Nomination and Remuneration Committee are **Independent**
- Highly engaged board with **14 board meetings** and **36 committee meetings** throughout the year



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



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