TRANSITIONING WORLD
TO A MORE

SUSTAINABLE & LOW-CARBON FUTURE

INVESTOR
PRESENTATION:
F.Y. 2020-21

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

EKI ENERGY
SERVICES LIMITED

www.enkingint.org

TABLE OF CONTENTS

What we do and why it matters	3
Our Journey towards Growth	9
Investment Rationale	17
Who we are	22
Financial Highlights	26
Industry Overview	31

Climate change is one of the most urgent issues of our generation – one that demands greater investment in innovation to support the needs of everyone.

-Bill Gates
Co-founder of the Bill & Melinda Gates Foundation

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

PROTECTING ENVIRONMENT & HUMAN LIFE

EKI Energy is a renowned brand in the realm of “climate change, carbon credits and sustainability solutions”. We provide all services in carbon asset management that includes, carbon footprint management, sustainability audits, training for quality control and management, carbon neutrality, life-cycle analysis and end to end carbon offset project management.

We render strategic solutions to businesses and organizations globally to achieve their climate ambition. Our objective is to assist businesses and organizations progress toward a net-zero carbon and climate resilient global economy.

We are in the business of protecting environment & human life from the climate change crisis which is considered as a global threat to essential life ingredients - clean air, safe drinking water, nutritious food supply and safe shelter.

2011
Established

2,000+
Worldwide clients

900+
Projects in Portfolio

120+
Employees Globally

EVOLUTIONIZING CARBON MANAGEMENT
(WITH TEAM OF)
KNOWLEDGEABLE AND INDUSTRY EXPERTS
(WHO ARE)
INSPIRED BY INNOVATION

Unmatched Performance | Superlative Results | Tremendous Growth

2.9x Growth in Revenues (YoY) to Rs. 191 Cr	**4.1x** Growth in EBITDA (YoY) to Rs. 25.33 Cr	**4.1x** Growth in PAT (YoY) to Rs. 18.58 Cr	**75%** Return on Equity	**2.6x** Growth in Cash from Operations (YoY) to Rs. 15.7 Cr

BALANCING ECONOMIC DEVELOPMENT AND ENVIRONMENT GLOBALLY

Climate Change, Sustainability Advisory and Carbon Offsetting Service

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

Business Advisory and Other Services

ISO Advisory

We provide integrated solutions for ISO standards implementation.

Electrical Safety Audits

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

Lean Manufacturing Advisory:

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

WORKING WITH LEADING BRANDS AND PUBLIC LEADERS ACROSS THE WORLD

OUR PRESENCE

THE WORLD BANK

IndianOil

fortum

NTPC

SB Energy

Indian Railways
Life Line To The Nation

NHPC

Airports Authority of India

Total clients served so far

+2,000

OUR BUSINESS PROCESS

We offer carbon sustainability advisory services to a wide range of projects such as bio-methanation, renewable power, waste management, energy efficiency and water purification. We provide advisory services for the validation, registration, monitoring, verification and issuance and supply of eligible carbon credits.

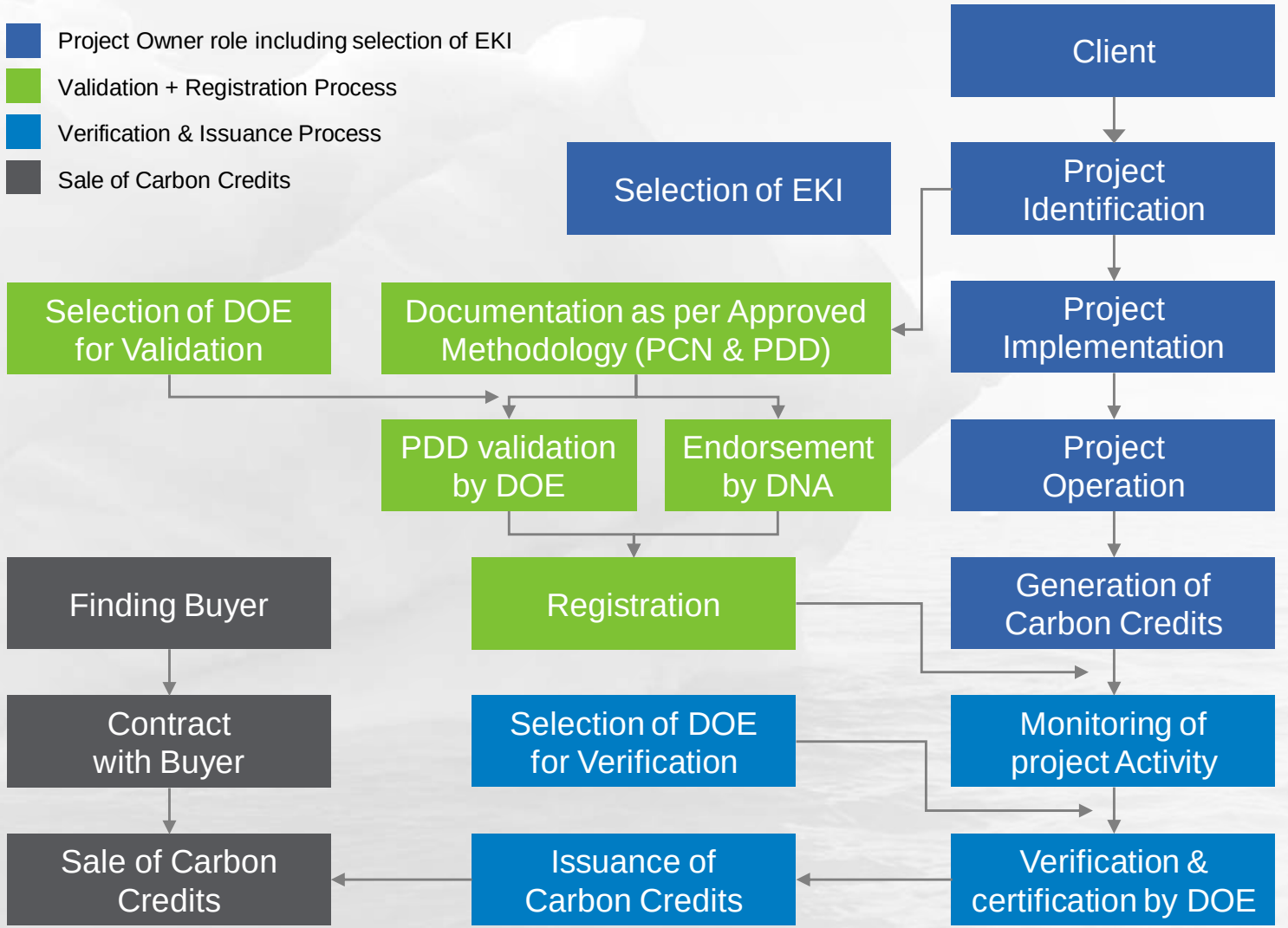
A carbon credit is a tradable certificate, which permits its holder, a right to emit, over a certain period, carbon dioxide or other greenhouse gases. One carbon credit is equal to one ton of carbon dioxide.

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

We identify purchasers of carbon credits across countries and corresponding suitable supplier. The company studies the project requirements, credibility, quantum and profile of the buyer to offer the suitable credits at a competitive price and complete the transaction.

We also locate sellers internationally with the requisite carbon credits. Before executing any contract, it is ensured that the credits are quantifiable and verified by a third party.

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



TRANSFORMATIVE PROJECTS IN PORTFOLIO

Company is constantly identifying projects within & outside Indian territory that reduce carbon emissions, protect biodiversity, and deliver measurable benefits aligned with the aims of the Kyoto Protocol, Paris Agreement and the UN Sustainable Development Goals.

+900

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

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

OUR JOURNEY TOWARDS GROWTH

Climate change, Global Warming is an existential threat to humanity. We have a moral obligation to deal with it!

- Joe Biden

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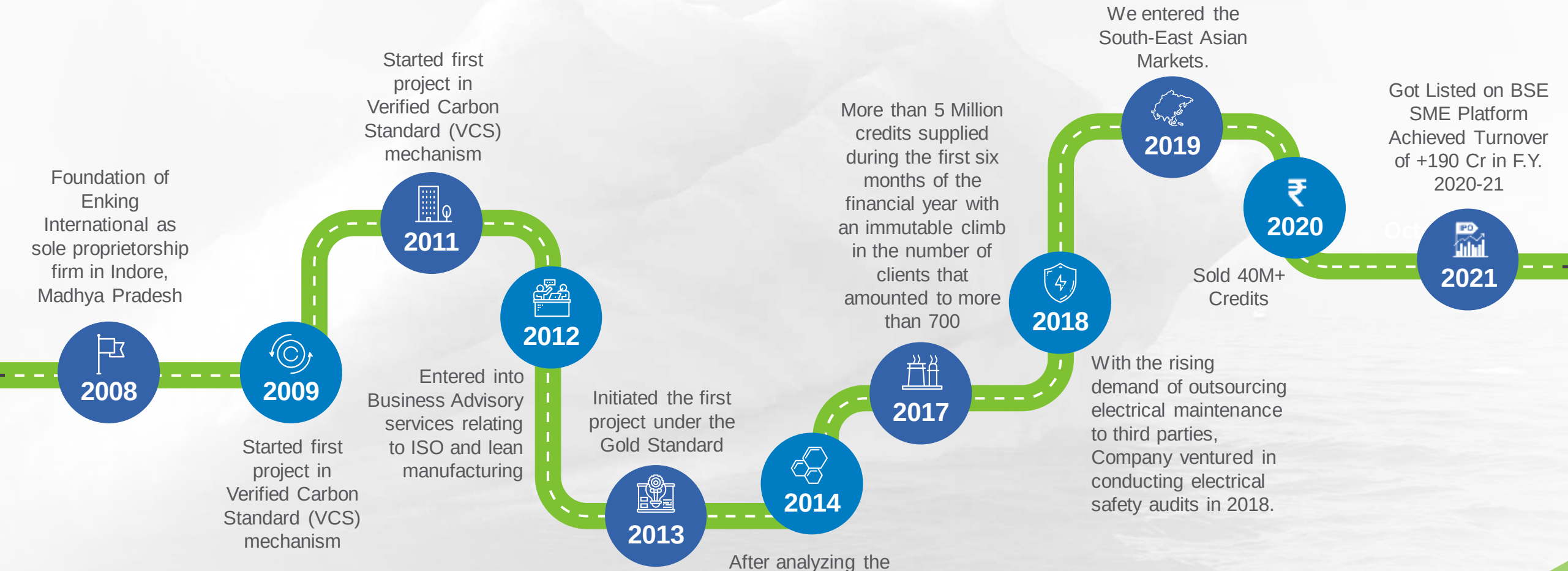
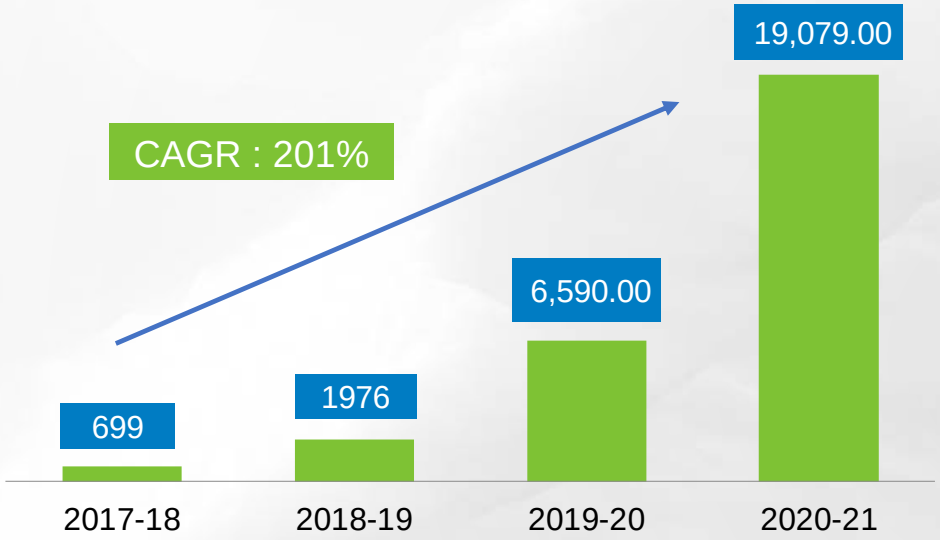
OUR STORY OF UNLOCKING TRUE POTENTIAL AND GROWTH



EMBARKING ON A PATH OF ENORMOUS GROWTH

Our Growing Revenue each year

Rs.In lacs

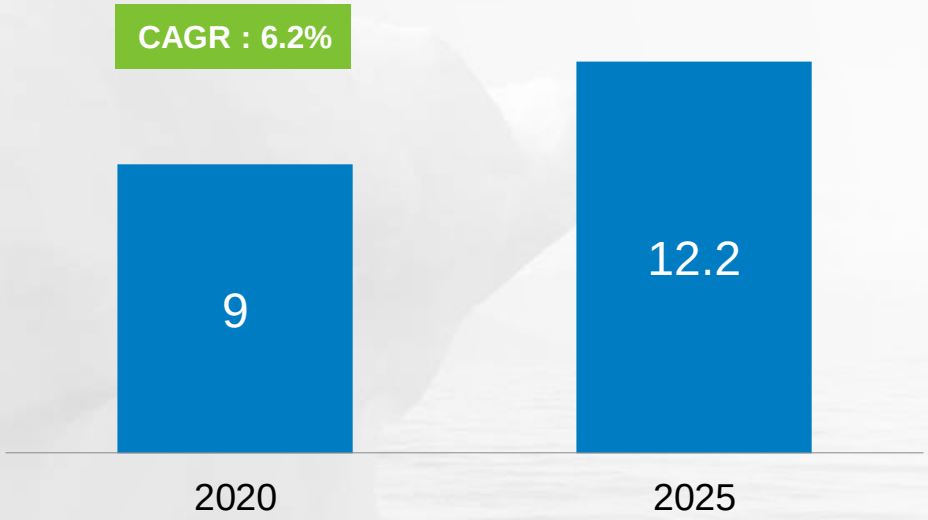


Our total revenue for F.Y. 2020-21 mounted to Rs. 190.79 Cr as compared to Rs. 65.90 Cr in F.Y. 2019-20, resulting in an increase of 189%(YoY).

Even during second wave of COVID-19 crisis, we were able to showcase an exemplary performance in terms of revenue, as all our systems have worked un-hindered and our technology helped us to enable remote working for our employees with similar productivity.

Global Carbon Footprint Management Market Size

USD in Bn.)



The global carbon footprint management market size is expected to grow from USD 9.0 billion in 2020 to USD 12.2 billion by 2025, at a Compound Annual Growth Rate (CAGR) of 6.2% during the forecast period. (Source: marketsandmarkets.com)

ACHIEVEMENTS OF THE COMPANY

- Won Best Broker & Best Trading Company Award at Annual Market Ranking 2020 By EF.
- Runner up at SIDBI-ET India MSE Award 2019-Women MSE Achiever.
- BEE ESCO rated.
- Secured rank 2 in different categories at the Environmental Finance Awards consecutively for two years in 2018-20.

Which depicts remarkable success

- First Asian Company to sign German Govt Neutrality Initiative.
- Super 30 company of the Year 2018 - The Silicon Review.
- Winner of Rajiv Excellence Award in 2014
- Accreditation from NBQP/QCI as a senior consultant for QMS.
- Accreditation from NABET for Consultancy services for Quality management System (9001:2015)

PROMINENT ASSOCIATION AND EMPANELMENT

International partnerships provides us a platform for product innovation

Consultancy Development Centre
Autonomous Institution of DSIR, Ministry of Science & Technology

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

IETA
CLIMATE CHALLENGES MARKET SOLUTIONS

Membership with IETA (International Emissions Trading Association)

CDP

Global Gold Consultant of Carbon Disclosure Project (CDP)

CII
Confederation of Indian Industry

Membership with Confederation of Indian Industry(CII)

UNFCCC

Member of UNFCCC CNN

INTERNATIONAL CLIENTELE

World Bank Group

International Monetary Fund

The United Nations Office for Project Services

Seimens AG, Germany

Kenya State Electricity Generation Company, Kenya

Transa Asia Renewable, Philippines

Hedcor Sibulan Philippines

Burgos Wind Farm, Philippines

Pacific Light, Singapore

Xuan Thien Group

Halcom Vietnum JSC

Southern Hydropower JSC

NATIONAL CLIENTELE

RG Sonthalia Group	SB Energy	Acme Solar Group	Mytrah Energy Limited	Fortum India	Hero Future Energies	GMR	Polyplex Hydro	IDFC (Vector Green)

Indian Railways	Greenko Group	Aditya Birla group	JSW	Hira Group	Torrent Power	LANCO	Baidyanath Renewable Energy

GVK	Adani	SEMB Corp (Green Infra Group)	Hindustan Zinc Limited	CK Birla Group	Mahindra Susten	Emami Group	Jakson Solar

RSPL	Renew Power	Avaada Energy	Azure Power	Jaypee Group	Rajasthan Gum Private Limited	Hetero Wind (Hetero Pharmacy group)	Panama Renewable Energy

NATIONAL PSU'S CLIENTELE

Bharat Petroleum Oil & Gas Company	Balmar Lawrie & Co. Limited	Gail Limited	India Meteorological Department	Oil and Natural Gas Corporation Limited	M.P. Paschim Kshetra Vidyut Vitaran Co. Limited	Moil Limited	Rajasthan State Mines and Minerals Limited
Hindustan Petroleum Corporation Limited	Indian Oil Corporation Limited	Housing & Urban Development Corporation Limited	India Tourism Development Corporation Limited	Kerala State Electricity Board Limited	Maharashtra State Board of Technical Education	National Research Centre on Camel	NHPC Limited
Airports Authority of India	Central Water & Power Research Station	Uttarakhand Power Corporation Limited	NTPC Limited	Khadi and Village Industries Commission	Ministry of New and Renewable Energy	Ordinance Factory	Indore Smart City Development Limited

INVESTMENT RATIONALE

We will build an optimal mix of reliable, clean and affordable energy with hydrogen, wind, solar, fuel cells and battery. On successful implementation of this strategy, the company aimed to become net carbon-zero by 2035. While Reliance will remain a user of crude oil and natural gas, it is committed to embracing new technologies to convert its carbon dioxide emissions into useful products and chemicals

Mukesh Ambani, Chairman,
Reliance Industries Ltd.

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INVESTMENT RATIONALE

3. Strategy and Outlook

Created by Rusmaniat from the Noun Project

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

Well established network of 600+ greenhouse gas efficient projects

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

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

Experienced management team leading 120+ professionals across continents

Proven track record of shareholder value creation:

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

KEY GROWTH DRIVERS IN THE INDUSTRY

Net Zero Emissions by 2050:

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

Growing Usage:

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

India's International Climate Commitments:

India's international climate commitments include a reduction goal in greenhouse gas (GHG) emission intensity of GDP by 33-35% until 2030 (compared to 2005 levels) and a target to increase the share of non-fossil fuel energy sources to 40% by 2030.

High Volume of Carbon Credits:

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

Benefits of buying carbon credits to Organizations

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

COMPANY STRENGTHS

Experience of more than
12 years

Well qualified experts
from the field

Well established buyer network enabling the supply of millions of credit.

National leaders of carbon market
zero rejection
till date

International presence
in all continents

Cumulative work experience of
150+ men years

KEY STRATEGIES OF THE COMPANY

Addition of new clients & projects across the Globe

With the acquisition of new talent pool, Company is aiming to enter into new geographies across the Globe, where it see huge potential for climate change advisory services & acquisition of carbon credits.

Backward integration to Project owners

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

Increasing our international presence in carbon footprint management

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

Increasing tender participation

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

Focus on brand building & marketing initiatives

Company has plans to continue investing in various brand building & marketing initiatives i.e. sponsorship in national & international industrial events, media advertisements, enhancing social media presence and creating awareness on carbon credits in public.

OUR TEAM

We are the first generation to feel the effect of climate change and the last generation who can do something about it.

Barack Obama

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EXPERIENCED & VISIONARY LEADERS

Manish Kumar Dabkara
Chairman & Managing Director

12+ 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

Naveen Sharma
Whole Time Director

10+ years of experience in carbon credit, climate change & allied services

Supplied more than 50 million credits till date

Bachelor of Engineering in Mechanical, MBA

Sonali Sheikh
Whole-time Director & CFO

9+ 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

Pankaj Sengar
VP – Sales (Climate Change)

29+ years of experience in business development, after sales support and CRM in field of business automation, industrial sales and renewable energy

Graduate in Electronics Engineering

Ramkrishan Patil
Head – Operations

15+ years of experience in carbon asset management, sustainability services, climate change mitigation programmes and allied field.
M.Tech. and B.E. (Mechanical)

EXPERT TEAM MEMBERS

We have a team of experts with an experience of over 150+ men years in the domain of sustainability and climate change.

Ms. Vineeta Kaushik
Country Head (SA)

Mr. Kaustubh Kulkarni
D.G.M - Sales

Mr. Mohit Agarwal
Finance Controller

Mr. Kishore Gaikwad
G.M. - Sales

Mr. Supratik Dutta
D.G.M. - Operations

Mr. Barun Sharma
D.G.M. - Operations

Ms. Itisha Sahu
Company Secretary

Mr. Sachin Nagarkar
D.G.M. - Operations

Mr. Pavan Kumar
Senior Manager - NBS

OUR **MISSION**

To be a company which helps businesses to make the Earth's Environment free of Global Warming and help them to achieve continual Improvement through World-Class Management Systems.

OUR **VISION**

Our vision is to be the preferred client-centric service offering company in the field of climate change, energy, and business excellence across the globe. We are an international firm that seeks to provide its clients the inno-vative advisory, audit, training and carbon trading services and help them to become both more sustainable and profitable businesses.

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FINANCIAL HIGHLIGHTS
F.Y. 2020-21

We are the first generation to be able to end poverty, and the last generation that can take steps to avoid the worst impacts of climate change. Future generations will judge us harshly if we fail to uphold our moral and historical responsibilities.

Ban Ki-Moon
Secretary-General (Former)
United Nations

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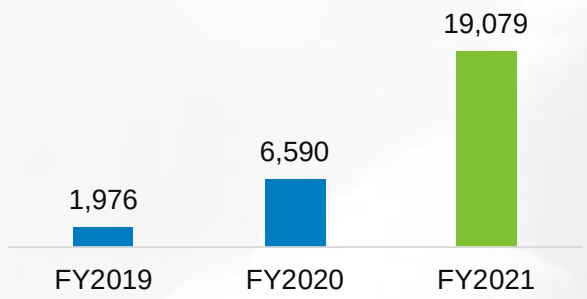
EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY

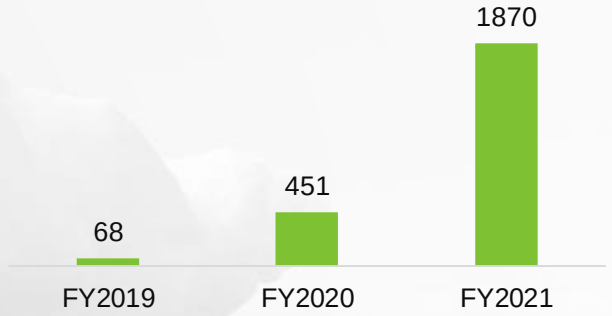
(Rs. in Lakhs)

Revenue from Operations

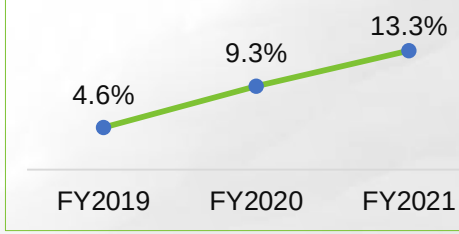


EBITDA

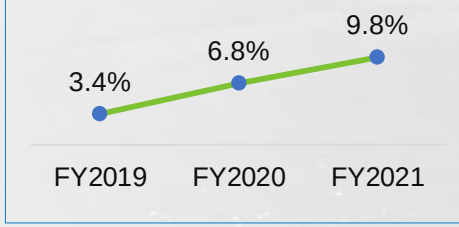
Profit after Tax



EBITDA Margins



Profit after Tax Margins

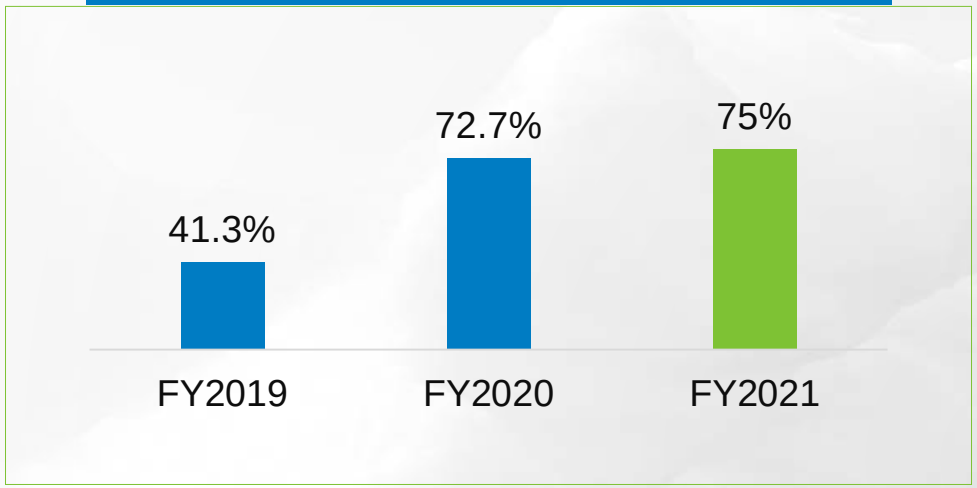


Performance Snapshot

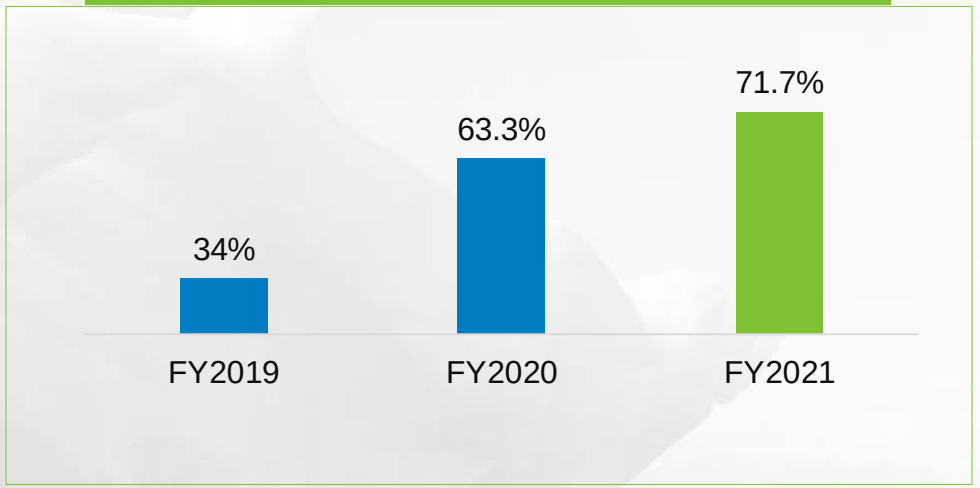
- Revenues increased by 2.9x (YoY)
- EBITDA increased by 4.1x (YoY)
- EBITDA margins expanded by 4.0% to 13.3%
- Earnings Per Share stood at Rs. 37.02/- vs Rs. 8.94 in FY20
- Cash Flow from Operations of Rs. 15.7 Cr
- Balance sheet net cash positive with Rs. 15.6 Cr
- EBITDA margin improvement underpinned by an increase in the number of carbon offset transactions and project advisory fees.
- Expanded business operations with on the ground presence in Argentina, Brazil, Canada, Ghana, Kenya, Mexico, South Africa, Turkey and Vietnam.
- Over 600 active climate advisory projects across international markets.

IMMENSE VALUE CREATION WITH NEGLIGIBLE DEBT

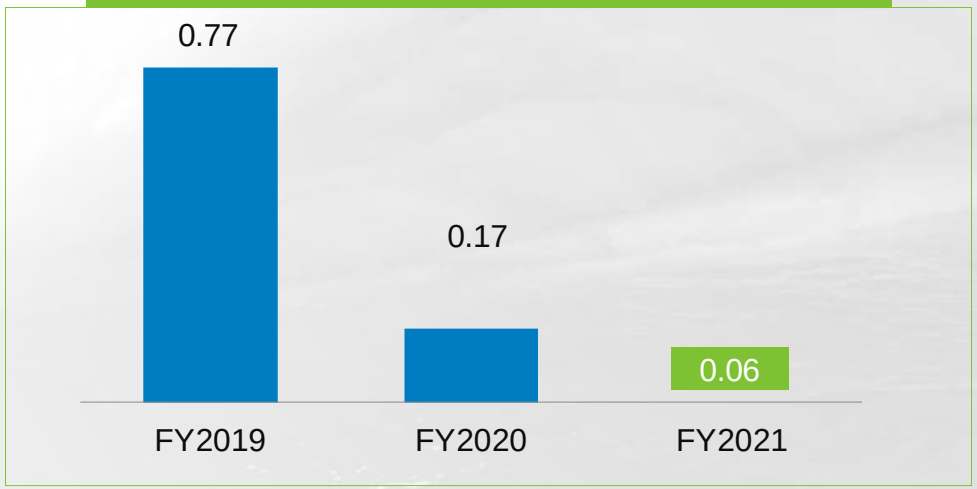
Return on Equity (ROE) %



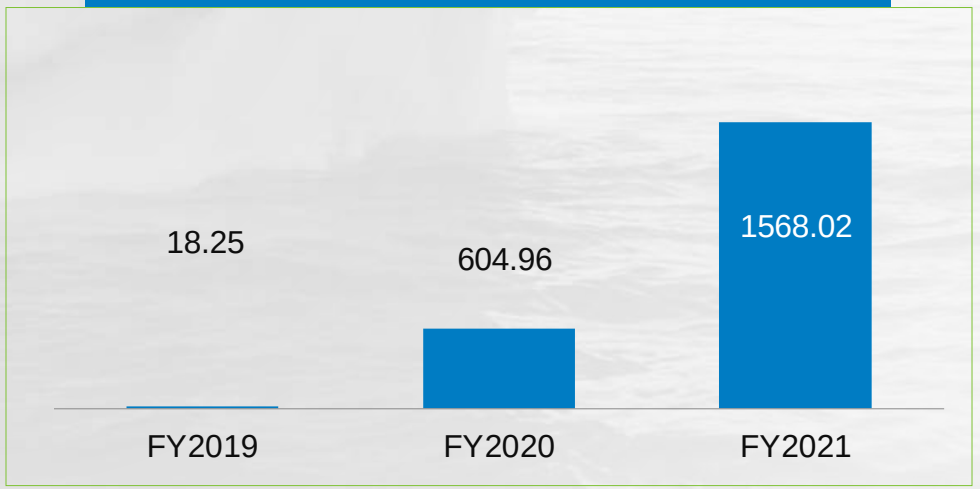
Return on Capital Employed (ROCE) %



Debt Equity Ratio



Cash Flow from Operating Activities



FY2021 FINANCIAL PERFORMANCE

Rs. In lakhs	FY2019	FY2020	FY2021	YoY Growth
Revenue from Operations	1,976	6,590	19,079	*189.5%*
Other Income	13	8	23	*187.5%*
Total revenue	**1,988**	**6,599**	**19,102**	***189.5 %***
Direct Expenses	1,591	5,310	14,967	*181.9 %*
Gross Profit	**397**	**1,288**	**4,135**	***221.0 %***
Margins	*20.0%*	*19.5%*	*21.6%*	
Other Expenses	293	665	1,579	*137.4%*
EBITDA*	**92**	**615**	**2,556**	***311.9%***
Margins	*4.6 %*	*9.3%*	*13.3%*	
Depreciation and Amortization	5	20	39	***95.0 %***
EBIT	**99**	**603**	**2,517**	***317.4%***
Margins	*5.0 %*	*9.1%*	*13.2 %*	
Finance Cost	8	9	25	*177.8%*
Profit Before Tax	**92**	**594**	**2,492**	***319.5%***
Margins	*4.6 %*	*9.0%*	*13.0%*	
Tax Expenses	24	143	622	*343.4%*
PAT	**68**	**451**	**1,870**	***312.0%***
Margins	*3.4%*	*6.8%*	*9.8%*	
Basic EPS (Rs.)	1.35	8.94	37.02	*311.5%*

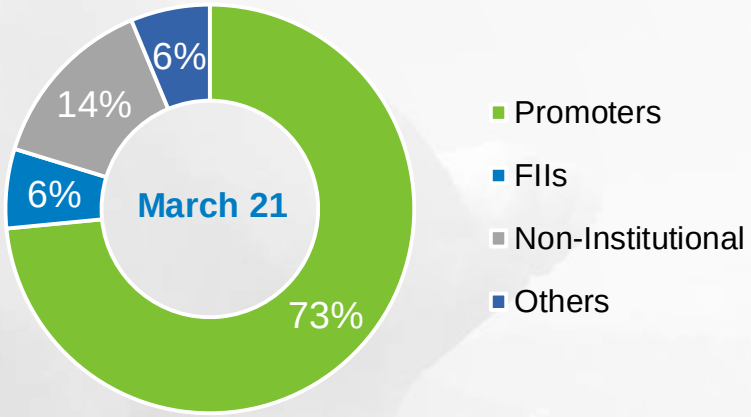
Notes:
1. Other income has been excluded from EBITDA calculations.
2. All the figures has been rounded off to nearest lakhs.

CAPITAL STRUCTURE

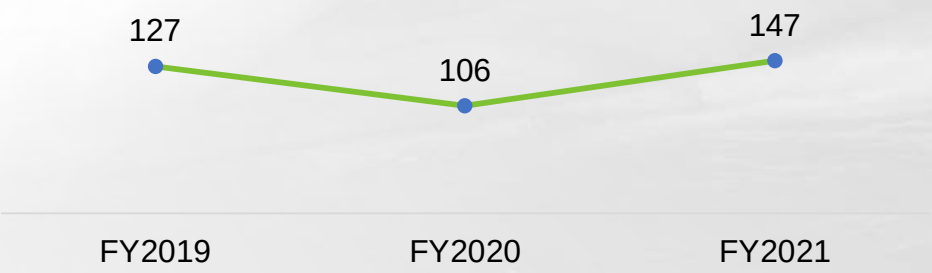
A net cash positive balance sheet reflects strong business fundamentals

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

Shareholding Structure



Total Borrowings (Rs. Lakhs)



- In FY2021, raised Rs. 18.6 Cr through IPO. Issued new equity shares of 18.24 lakh
- Continues to strengthen balance sheet through debt reduction and effective working capital management
- No pledges against promoter shareholding

INDUSTRY
OVERVIEW

Our Company began to take action to combat climate change in 2008 and I am delighted to announce Infosys' carbon neutrality in 2020. Today, our 2030 vision reflects how ESG will continue to be integral to Infosys' sustainable business performance.

Nandan Nilekani,
Co-founder and Chairman,
Infosys

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WHAT IS CARBON CREDIT?

KYOTO PROTOCOL

The Kyoto Protocol established the first International carbon market system

The Clean Development Mechanism (CDM) was set up under the 1997 Kyoto Protocol to allow developed countries to buy emissions reductions from developing countries in the form of credits, called Certified Emissions Reductions (CERs)

This would allow developed countries to meet their climate targets at a lower overall cost, with the view of subsequently achieving their business goals. It would also promote mitigation activities in developing countries which, under the Kyoto Protocol, were not subject to any climate targets

To be eligible for selling credits under the CDM, projects must meet a set of criteria, and be approved and verified by organizations registered under the UNFCCC

PARIS AGREEMENT

The Paris Agreement aims to substantially reduce global greenhouse gas emissions to limit the global temperature increase in this century to 2 degrees celsius above pre- industrial levels. It is further aiming to limit the increase 1.5 degrees Celsius

The Paris Agreement aims to substantially reduce global greenhouse gas emissions to limit the global temperature increase in this century to 2 degrees celsius above pre- industrial levels. It is further aiming to limit the increase 1.5 degrees Celsius

The pact provides a pathway for developed nations to assist developing nations in their climate mitigation and adaptation efforts

It also creates a framework for the transparent monitoring, reporting and enhancing countries' individual and collective climate goals

A carbon credit/offset is a generic term for any tradable certificate representing an action intended to compensate for the emission of carbon dioxide/GHG into the atmosphere as a result of industrial or other human activity

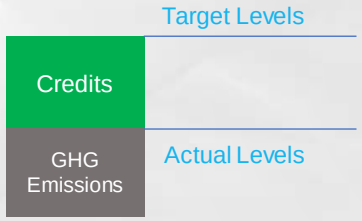
1 Carbon Offset = 1tCO2e

CARBON CREDIT MECHANISM

Company A

Business Project
Emitting GHG gasses and plans to reduce its emission levels

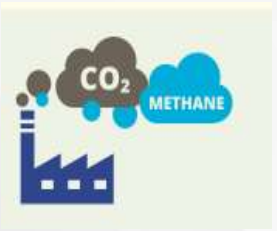
Reduction in GHG
Reduction in GHG emissions with the adoption of cleaner energy

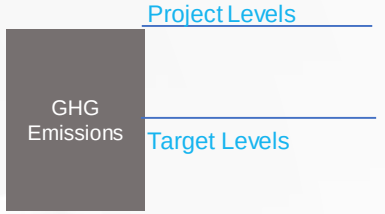


Carbon Credits Generation Company A generated carbon credits with higher reduction in GHG emission levels compared with Target Levels

Company B

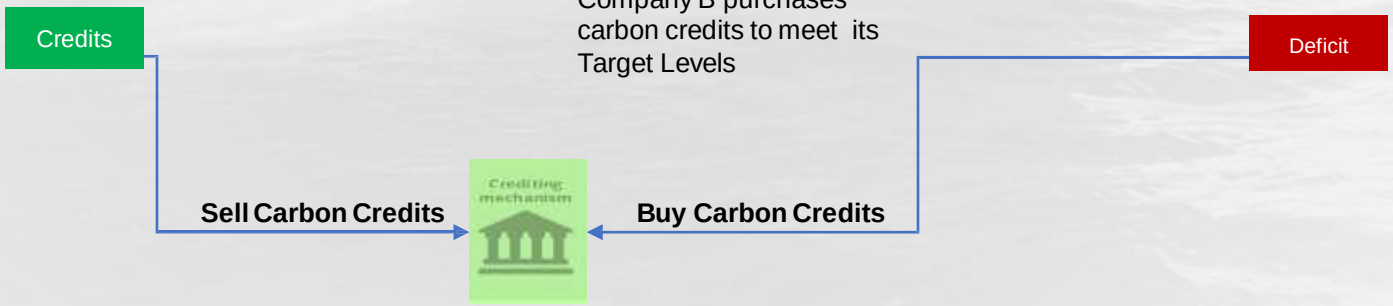
Business Project
Emitting GHG gasses and plans to reduce its emission levels





Reduction in GHG
Reduction in GHG emissions with the adoption of cleaner energy

Carbon Credit Deficit
Company B purchases carbon credits to meet its Target Levels



CARBON CREDIT MARKET

"Compliance" Carbon Offset Programs

- Clean Development Mechanism (CDM)
- California Compliance Offset Program
- Joint Implementation (JI)
- Regional Greenhouse Gas Initiative (RGGI)
- Alberta Emission Offset Program (AEOP)

Compliance markets are created and regulated by mandatory national, regional or international carbon reduction regimes. Compliance programs exist as regional or national cap-and-trade emission trading schemes

"Voluntary" Carbon Offset Programs

- American Carbon Registry
- Climate Action Reserve (CAR)
- The Gold Standard
- Plan Vivo
- The Verified Carbon Standard (VCS)

Voluntary markets function outside of compliance markets and enable companies and individuals to purchase carbon offsets on a voluntary basis with no intended use for compliance purposes

Carbon Credit Exchanges

Carbon credit exchanges are trading platforms that enhance liquidity in the carbon offset market. Carbon exchange platforms enable the market dynamics of supply and demand to determine the price of carbon credits and facilitate disclosure of pricing information and trends, minimize speculation and increase confidence and market participation

CARBON CREDIT DEMAND AND SUPPLY

Carbon Credit Demand and Supply Drivers

- The United Nations Environment Programme's 2019 Emissions Gap Report showed that even if all countries meet their current climate action plans, GHG emissions will remain a staggering 32 billion metric tons (GtCO2e) higher in 2030 than they need to be in order to meet the Paris Agreement's 1.5°C target
- To meet that goal, companies must not only cut their GHG emissions but offset any emissions they cannot eliminate and actively support activities that remove carbon from the atmosphere
- Several scientific bodies and environmental NGOs are now calling for companies to follow the lead of groups like Google, which used offsets to become carbon negative, or Danone and Nestlé, which aim to become carbon negative through better land- management practices blended with offsetting
- As demand for voluntary carbon offsets grows, prices should finally begin to increase
- If that happens, scores of planned projects will become economical. 2019 saw a significant increase in offset issuance in voluntary carbon markets while retirements remained steady

Country Pledges to Carbon Neutrality

China, Target Date – 2060
President, Xi Jinping announced to the UN General Assembly in September 2020 that China would strive to achieve carbon neutrality by 2050. The country would adopt "more vigorous policies and measures" to peak emissions before 2030

European Union. Target Date – 2050
The European Commission is working towards a bloc-wide 2050 net zero emissions target, under a "Green Deal" published in Dec 2019

Germany, Target Date – 2045
Germany raised its climate ambition to target net zero emissions by 2045 following a landmark court ruling in May 2021. The cabinet adopted a 65% emissions reduction by 2030, 85-90% by 2040 and net zero emissions by 2045

United Kingdom, Target Date – 2050
The UK already passed a framework law for cutting emissions in 2008, setting a net zero target

United States of America, Target Date – 2050
Joe Biden was elected president of the US in November 2020 on a climate platform to aim for net zero emissions by 2050

Society's expectations have shifted quickly in the debate around climate change. Shell now needs to go further with our own ambitions, which is why we aim to be a net-zero emissions energy business by 2050 or sooner. Society, and our customers, expect nothing less.

Ben van Beurden, Chief Executive, Shell

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