July 29, 2022

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

Scrip Code: 543284
Symbol: EKI

Subject: Investor Presentation

Dear Sir(s),

Pursuant to regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2022.

The Investor Presentation will also be made available on the website of the Company at www.enkingint.org

Kindly take the above information on records.

Thanking you,

Yours Faithfully
For EKI Energy Services Limited

Encl: a/a

Regd. Office - Enking Embassy,
Plot 48, Scheme 78 Part 2, Vijay Nagar,
Indore- 452010, Madhya Pradesh, India
Corp. Office - 903, B-1 9th Floor, NRK Business Park,
Scheme 54, Indore - 452010, Madhya Pradesh, India
CARBON NEUTRAL COMPANY

EKI Energy Services Limited

Investor Presentation – July 2022
SAFE HARBOR

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EKI AT A GLANCE

3000+ Clients served in 40+ Countries

1000+ Projects

200+ Employees with 13+ years of experience

180+ million credits supplied

2.6X Growth in Revenues YoY

3.0X Growth in EBITDA YoY

3.0X Growth in PAT YoY

Manufacturing facility started
BUSINESS OVERVIEW

STEERING THE PLANET TO NET ZERO
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>EKI was founded as a sole proprietorship firm in Indore, Madhya Pradesh</td>
</tr>
<tr>
<td>2009</td>
<td>Started first project in Verified Carbon Standard (VCS) mechanism</td>
</tr>
<tr>
<td>2011</td>
<td>Company became closely held Public Limited Company</td>
</tr>
<tr>
<td>2013</td>
<td>Initiated the first project under the Gold Standard</td>
</tr>
<tr>
<td>2014</td>
<td>After analyzing the carbon credit market and realizing its necessity, Company ventured in supplying carbon credits</td>
</tr>
<tr>
<td>2017</td>
<td>5+ Million credits supplied within the first six months of the financial year with an immutable climb in the number of clients to 700+</td>
</tr>
<tr>
<td>2019</td>
<td>Entered South-East Asian Markets.</td>
</tr>
<tr>
<td>2020</td>
<td>Sold 40M+ Credits</td>
</tr>
<tr>
<td>2021</td>
<td>Listed on BSE (SME Segment)</td>
</tr>
<tr>
<td>2022</td>
<td>Committed to become net-zero by 2030</td>
</tr>
<tr>
<td></td>
<td>Continued strong focus on community-based projects</td>
</tr>
<tr>
<td></td>
<td>New brand identity reflecting our increased focus on climate action</td>
</tr>
<tr>
<td></td>
<td>Listed on Main Board BSE</td>
</tr>
<tr>
<td></td>
<td>Bonus issue in ratio of 3:1 (three shares for every one share held)</td>
</tr>
<tr>
<td></td>
<td>Expanding global presence - offices in Switzerland, Singapore</td>
</tr>
</tbody>
</table>
We offer carbon sustainability advisory services to a wide range of projects such as biomethanation, renewable power, waste management, energy efficiency and water purification.

We provide advisory services for the validation, registration, monitoring, verification and issuance and supply of eligible carbon credits.

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

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

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

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

HOW?

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

Selection of EKI

Selection of DOE for Validation

Documentation as per Approved Methodology (PCN & PDD)

PDD validation by DOE

Endorsement by DNA

Registration

Selection of DOE for Verification

Issuance of Carbon Credits

Sale of Carbon Credits

Finding Buyer

Contract with Buyer

Monitoring of project Activity

Generation of Carbon Credits

Verification & certification by DOE

Client

Project Identification

Project Implementation

Project Operation

DOE : Designated Operational Entity
CER : Certified Emission Reduction
DNA : Designated national authority (MOEFCC in India)
We have a widespread global presence which makes carbon credit supply easy and performs towards sustaining global environment.

Working with leading brands and leaders across the world, EKI is dedicated towards crafting a healthier happier future to live in.
OUR TARGET MARKET

**WHY?**

90+ Countries have committed to work toward net zero emissions by 2050 and to enhance their international climate pledges.

Corporates around the World are aiming for carbon neutrality on Compliance and Voluntary basis.

**Global Compliance Carbon Credit Market Size**

€238 Bn+

**Global Voluntary Carbon Credit Market Size**

$473 Mn+

*Data are as per online websites

**India, Target Date - 2030**
To reduce its carbon footprint by 45% from its 2005 level and achieve net zero by 2070.

**UK, Target Date - 2050**
The UK already passed a framework law for cutting emissions in 2008, setting a net zero target by 2050.

**USA, Target Date - 2050**
On a climate platform committed to aim for net zero emissions by 2050.

**Germany, Target Date - 2045**
Net zero emissions by 2045. The cabinet adopted a 65% emissions reduction by 2030, 85-90% by 2040 & net zero emissions by 2045.

**UK, Target Date - 2050**
The UK already passed a framework law for cutting emissions in 2008, setting a net zero target by 2050.

**China, Target Date - 2060**
China would strive to achieve carbon neutrality by 2060. The country would adopt “more vigorous policies and measures” to peak emissions before 2030.

**European Union, Target Date - 2050**
The EU is working towards a bloc-wide 2050 net zero emissions target.
OUR ESTEEMED PARTNERSHIPS

TOGETHER, WE WILL ACCELERATE SUSTAINABLE GROWTH
OUR NATIONAL PRIVATE CLIENTS
OUR NATIONAL PSU’S CLIENTS

NTPC
NHPC
Airports Authority of India
Indore Smart City Development
Oil and Natural Gas Corporation
M.P. Paschim Kshetra Vidyut Vitaran Co.

Hindustan Petroleum
Indian Oil Corporation
Housing & Urban Development Corporation
India Tourism Development Corporation
Kerala State Electricity Board
Maharashtra State Board of Technical Education

Gail
Central Water & Power Research Station
Uttarakhand Power Corporation
Bharat Petroleum Oil & Gas Company
Khadi and Village Industries Commission
Ministry of New and Renewable Energy

Ornament of India
Ministry of New and Renewable Energy
Ordinance Factory
India Meteorological Department

Rajasthan State Mines and Minerals

HP
MOIL
Kerala State Electricity Board
Maharashtra State Board of Technical Education
National Research Centre on Camel
Balmar Lawrie & Co.
OUR ASSOCIATION AND EMPANELMENT

International partnerships provides us a platform for product innovation

- Membership with IETA (International Emissions Trading Association)
- ASSOCHAM
- Global Gold Consultant of Carbon Disclosure Project (CDP)
- Confederation of Indian Industry (CII)
- Federation of Indian Chambers Of Commerce and Industry
- Member of UNFCCC CNN
OUR ASSOCIATION AND EMPANELMENT (Cont’d)
UNSURPASSED OPPORTUNITY

WORLD’S NEXT BIG
SUNRISE INDUSTRY
## INDUSTRY OPPORTUNITY

### NET ZERO EMISSIONS PLEDGE
- 90+ countries have committed to work toward net zero emissions by 2050 and to enhance their international climate pledges under the Paris Agreement.
- Corporates around the world are aiming for carbon neutrality.

### GROWING USAGE
- Companies are increasingly using internal carbon pricing to reduce emissions across their value chains.
- Introduction of industry specific emission reduction guidelines such as CORSIA increased global demand for carbon credits.
- Maritime initiatives is yet another positive step towards rehabilitating the planet that will enable in the growth of the carbon market.

### INDIA’S CLIMATE COMMITMENTS
- India’s international climate commitments include a reduction goal in GHG emission intensity of GDP by 33-35% until 2030 (compared to 2005 levels) and a target to increase the share of non-fossil fuel energy sources to 40% by 2030. India is pledged to achieve net zero carbon emissions by 2070.

### CHANGING REGULATIONS
- Stringent regulations and implementation of carbon pricing (emissions trading systems (ETS) and carbon taxes) around the world are expected to drive demand for carbon credits in the near term.

### NEW BUSINESS AVENUES
- Community (Green cooking, LED, Clean water etc.) & nature based projects (forest, sustainable agriculture), waste management, green hydrogen, etc.
BUSINESS OPPORTUNITIES

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.

- Solar Energy
- Wind Energy
- Hydro Energy
- Energy Efficiency Projects
- Waste Management
- Sewage Treatment Plant
- Nature-based Solutions
- Community based Projects
- Green Hydrogen

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

1,000+ Carbon credit projects in the portfolio as on date, consisting of above
NEW BUSINESS OPPORTUNITIES

Nature Based Solutions Consultancy

JV agreement with Shell to extend carbon consultancy services in nature-based solutions projects. This JV will provide its expertise in climate sustainability projects.

Community Based Projects

- We provide Improved Cookstoves (ICS) to rural households globally with an aim to empower them with energy-efficient and cleaner cooking alternatives. We offer end-to-end supply chain facility for generation of carbon credits through projects.
- Entered into an agreement with global energy giant & others for implementation of 1 mn+ Improved Cook Stoves ("ICS") in FY2022-23.
- Fast progressing on implementing new projects like LED, clean drinking water, etc.

Sustainability

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

GHG REDUCTION TECHNOLOGIES PVT. LTD.

✓ Strengthening the backward integration of carbon credit supply chain through community development-based projects

✓ Started manufacturing cook stoves in Nashik plant in April 2022 with capacity of 1.2mn+ units per year. Increasing capacity up to 5mn units in a phased manner

✓ Strategic management of the carbon credit supply chain

✓ Environment friendly solution to community and helps to reduce GHG emission

✓ Conservation of forest and biodiversity; Reduction in firewood consumption

✓ Community wellbeing through employment creation, savings in health cost, enhancement of indoor air quality inside homes

Operations:
Manufacturing and distribution of improved cook stoves (ICS)

Other future projects like safe & clean water / LED implementation etc projects for community development and further strengthen the carbon credit supply chain

Providing Improved Cook stoves (ICS) to discerning households globally

Order book of ₹ 130+ Cr

1,34,000+ cook stoves distributed till date

1mn+ cook stove for implementation
PARTNER WITH SHELL OVERSEAS INVESTMENTS B. V. (THE NETHERLANDS)

Objectives

✓ Providing offsets to emissions through Nature Based Solutions in the areas of forestry, agriculture including agroforestry, horticulture, grasslands, wetlands, blue carbon, peatlands etc.

Operational Highlights

✓ Company is providing consultancy services to develop NBS projects

✓ Shell will provide project finance for the implementation of NBS projects

<table>
<thead>
<tr>
<th>JV Corporate Structure</th>
<th>EKI Energy Services Limited</th>
<th>Shell Overseas Investments B.V.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholding Structure</td>
<td>51%</td>
<td>49%</td>
</tr>
<tr>
<td>No. of Directors</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>
LOOKING AHEAD

Imagine a net-zero world, a world where humanity has come together and defeated the climate crisis.
Addition of new clients & projects across the Globe
With the acquisition of new talent pool and development of existing human capital, Company is aiming to enter into new geographies across the Globe, where it see huge potential for climate change advisory services & acquisition of carbon credits projects

Backward integration to Project Owners
- EKI will further strengthen the backward integration of the carbon credit supply chain through environment-friendly projects that also enable community upliftment i.e., cookstove, biogas, tree plantation, etc., amongst others
- Proprietary capital earmarked by EKI to support community and nature based projects

Increasing our international presence in carbon footprint management
Company intends to continue to expand its end-user client base in the developed countries such as Germany, U.S.A, Australia etc. Its strategy to supply carbon offsets directly to the end-users will result in higher profit margins.

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

In addition, the Company is constantly looking for new growth avenues including acquisitions/partnerships to play a bigger role in global carbon asset management.
KEY TAKEAWAY

13+ years of advisory experience in the innovative and high growth climate change industry

Well established network of 1000+ greenhouse gas efficient projects

Global corporate commitment to become a net-zero company

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

Experienced management team leading 200+ professionals across continents
WE ARE PERFORMANCE DRIVEN

BALANCED ROADMAP
FOCUSING ON
PLANET AND PROFITS
EXPONENTIAL GROWTH IN REVENUES AND PROFITABILITY

Revenue from Operations

(₹ Cr)

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>FY21</th>
<th>FY22</th>
<th>Q1FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>193.3</td>
<td>190.8</td>
<td>1800.1</td>
<td></td>
</tr>
</tbody>
</table>

+162.8%

+843.5%

EBITDA & EBITDA Margins

(₹ Cr)

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>47.8</td>
<td>25.3</td>
<td>515.8</td>
</tr>
</tbody>
</table>

24.7%

28.1%

13.3%

+1936.9%

+199.1%

+199.7%

Profit after Tax & PAT Margins

(₹ Cr)

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>35.7</td>
<td>18.7</td>
<td>383.3</td>
</tr>
</tbody>
</table>

18.5%

21.1%

9.8%

+1950.1%

Notes:

1. Other income has been excluded from EBITDA calculations

• Successful migration to main board BSE

• Issued bonus shares in ratio of 3:1 (three shares for every one share held)
FOCUSSED ON CAPITAL EFFICIENCY

SATISFACTION AND SUSTAINABILITY KEY TO GROWTH

Return on Capital Employed (%) #

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>53.1%</td>
<td>139.5%</td>
<td>153.8%</td>
<td>236.7%</td>
</tr>
</tbody>
</table>

Return on Equity (%) *

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>40.1%</td>
<td>112.7%</td>
<td>120.2%</td>
<td>176.5%</td>
</tr>
</tbody>
</table>

Cash Flow from Operations (₹ Cr)

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>0.6</td>
<td>6.1</td>
<td>15.7</td>
<td>30.3</td>
</tr>
</tbody>
</table>

Cash & Debt Balance (₹ Cr)

<table>
<thead>
<tr>
<th></th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>0.6</td>
<td>1.3</td>
<td>1.9</td>
<td>1.5</td>
</tr>
<tr>
<td>Debt</td>
<td>1.5</td>
<td>0.8</td>
<td>0.8</td>
<td>0.8</td>
</tr>
</tbody>
</table>

# ROCE = EBITDA / Average Capital Employed

* ROE = PAT / Average Net worth
## FINANCIAL PERFORMANCE (STANDALONE)

<table>
<thead>
<tr>
<th>Particulate (₹ Cr)</th>
<th>Q1FY23</th>
<th>Q1FY22</th>
<th>Q-o-Q</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>508.1</td>
<td>193.3</td>
<td>162.8%</td>
<td>1800.1</td>
</tr>
<tr>
<td>Purchase of stock-in-trade</td>
<td>301.7</td>
<td>136.1</td>
<td>1333.1</td>
<td></td>
</tr>
<tr>
<td>Changes in Inventories</td>
<td>11.9</td>
<td>-14.4</td>
<td>-195.9</td>
<td></td>
</tr>
<tr>
<td>Employee Benefits Expense</td>
<td>10.3</td>
<td>3.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Expenses</td>
<td>41.2</td>
<td>20.0</td>
<td></td>
<td>1218</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>143.0</td>
<td>47.8</td>
<td>199.1%</td>
<td>515.8</td>
</tr>
<tr>
<td><strong>EBITDA %</strong></td>
<td>28.1%</td>
<td>24.7%</td>
<td>28.7%</td>
<td></td>
</tr>
<tr>
<td>Depreciation and Amortisation Expense</td>
<td>0.7</td>
<td>0.1</td>
<td>0.9</td>
<td></td>
</tr>
<tr>
<td>Finance Costs</td>
<td>0.3</td>
<td>0.1</td>
<td>0.6</td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>0.5</td>
<td>0.1</td>
<td>1.3</td>
<td></td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>142.5</td>
<td>47.7</td>
<td>198.6%</td>
<td>515.6</td>
</tr>
<tr>
<td><strong>PBT Margin</strong></td>
<td>28.0%</td>
<td>24.7%</td>
<td>28.6%</td>
<td></td>
</tr>
<tr>
<td>Exceptional Items</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax Expenses</td>
<td>35.5</td>
<td>12.0</td>
<td></td>
<td>132.4</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>107.0</td>
<td>35.7</td>
<td>199.7%</td>
<td>383.3</td>
</tr>
<tr>
<td><strong>PAT %</strong></td>
<td>21.1%</td>
<td>18.5%</td>
<td>21.3%</td>
<td></td>
</tr>
</tbody>
</table>

**Notes:**
1. Other income has been excluded from EBITDA calculations
ANNEXURES

VITAL LINK BETWEEN THE CORPORATES AND ENVIRONMENT
BOARD STRUCTURE (as on June 30, 2022)

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

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

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

**Priyanka Dabkara**  
Non –Executive Director  
- 10+ years of experience in finance & investments  
- Expertise in Fund Management  
- MCA & BCA

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

**Ritesh Gupta**  
Independent Director  
- 20+ years experience in the field of Corporate Law  
- Company Secretary, M. Com, MBA, LLB, Insolvency Professional
ENVIRONMENT, SOCIAL INITIATIVES & RECOGNITIONS

**Environment**

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

**Social**

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

**Awards**

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